

LEATHER *and* SHOES

For -Faster Finishing...
-Depth and Penetration

Use the Geigy dyestuff especially developed for Chrome Tan Leather—



ACID LEATHER DARK BROWN R

a homogeneous dyestuff producing rich, reddish shades of dark brown.



Because it is level-dyeing in the extreme it has proved a time saver in the finishing operation. Top Buffers like its depth and penetration. It will pay you to try ACID LEATHER DARK BROWN R.

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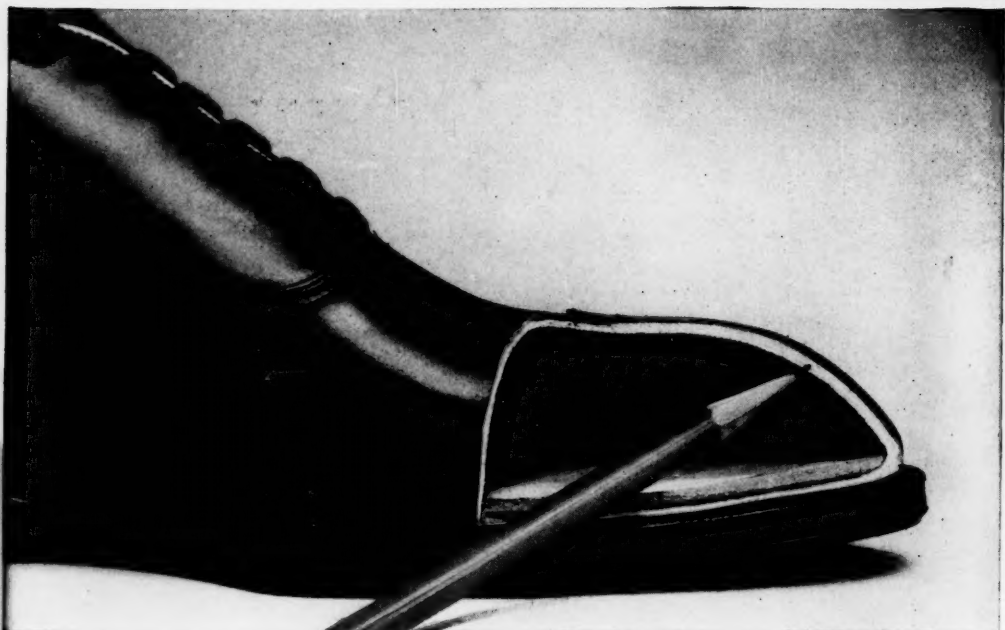
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Wrinkle-Free Toe Linings

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BUILD COMFORT AND SALES WITH *CELASTIC!

For over twenty years Celastic box toes have brought positive toe comfort to men, women and children. The assurance that toe linings are permanently secure . . . in one style or one hundred . . . in one shoe or one million, is the Celastic contribution to toe comfort. Good will and consumer satisfaction accumulated by year after year of Celastic performance prove that it's good business to provide your customers with the best.

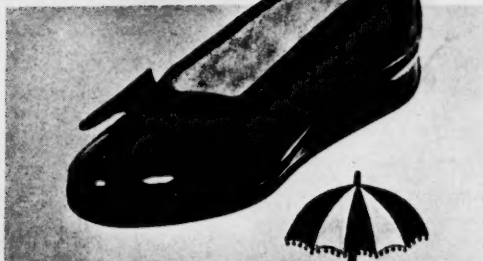
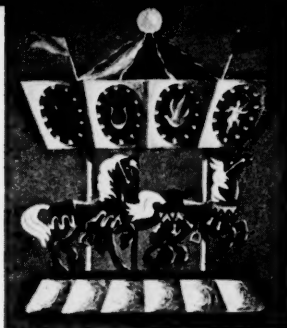


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LEATHER and SHOES—June 25, 1949

Colonial

...of course!



TWO OF MANY JOYCES, BUT

ALL JOYCES SAY
joyce
PASADENA • CALIFORNIA

PATENTED FOR SPRING... little blacks as highly polished as a hansom cab, fresh-budding as the first leaf in Central Park. These two from the New Year's Joyces in black patent leather, each with a bow tied just so! Top, *Dancing School*, \$9.95; below, *Best Bow*, \$10.95. *Tilt Top Bag*, \$12.95 plus tax. (No mail orders, please. Write, we'll tell you where.)



COLONIAL TANNING COMPANY, INC.
BOSTON 11, MASSACHUSETTS

Colonial

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While one of these mosquitoes is just the ordinary summer nuisance, the other is the man-killing *Anopheles* . . . dreaded carrier of malaria. But only an expert would quickly know the difference!

Matching leather soles also calls for expert ability to tell "which is which." At England Walton, trained craftsmen instantly spot ever-so-slight differences in fibre structures . . . and FIBRE-SORT soles accurately, for paired flexibility and longer, more even wear.

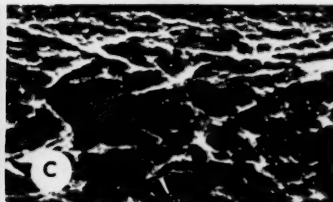
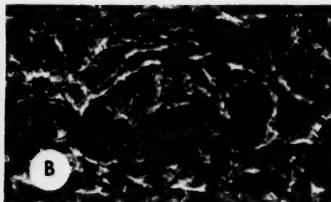
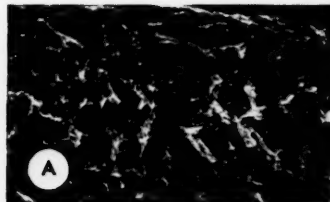
Here's extra value in shoes that means pleased purchasers, steady repeat sales, bigger profits. Get this *plus feature* . . . for your customers and yourself . . . with England Walton FIBRE-SORTED SOLES.

The *Anopheles* Mosquito is on the right.

*Which
is Which?*

If You Can Tell Instantly,
You're an Expert!

Three greatly magnified cross-sections of sole leather. A and B are similar in fibre structure, C is noticeably different. England Walton experts will pair A and B, and find a matching fibre-structure for C.



England Walton FIBRE-SORTED SOLES

Cut soles and sole leather • Pure oak bark tanned

England Walton Division

A. C. LAWRENCE LEATHER COMPANY

Boston • Camden • Peabody • New York • St. Louis • Columbus • Milwaukee
Los Angeles • San Francisco • Ashland, Ky. • Newport, Tenn. • Hazelwood, N. C.



EDITORIAL

For Whom The Bell Tolls

THE bell tolls louder, more dismal. It carries a death-knell tone. For whom does the bell toll? The sole leather tanners. Hear ye, heed ye as ye pass in solemn file before the bier of another corpse.

The American Leather Oak Company, after 68 years of sole leather tanning operations, is to be dissolved by voluntary, premeditated decision of the Directors (depending upon final vote of stockholders July 1). Nor was this decision forced by financial crisis within the organization. Its financial condition is sound: assets totalling \$7,167,878, with sales for fiscal year 1949 at \$12,326,015 and netting a profit of \$415,734 after taxes. The company stated unhappily to its stockholders that it simply saw no future in the sole leather business. "In projecting . . . trends into the future your Directors and Officers had the most painful misgivings."

Let's listen to some of the more significant melancholic declarations to the stockholders: From 1922 to 1948 "there has been no growth in the sole leather industry during this period of twenty-six years . . . This absence of dynamic growth in the sole leather tanning industry is in marked contrasts to the curve of the population . . . and the growth of the shoe manufacturing industry . . . The conclusion is inescapable that the sole leather tanning industry has not participated in the normal growth of the United States.

"It is obvious that the long-term trend to percentage usage of leather in soles has been downward during the twenty-three year period (with particularly) sharp decline during the year 1948.

"Unfortunately this decline has continued during 1949 . . . Some authorities in the shoe industry think that we may finally reach a level at which one half of all shoes carry rubber or other synthetic materials in the soles. If this happened, sole leather deliveries would probably decline to about the depression level

of 1932. This possibility is giving the greatest concern to the sole leather industry and to date no one has been able to come up with a convincing answer to the encroachment of substitute materials.

"As to the recent past, the entire sole leather industry has been operating at a loss . . . Sole leather tanners who have continued full-scale operations report heavy losses and appear to be greatly concerned about the results of their companies."

And with this mournful departure, 650 workers at American Oak are now without jobs. They are innocent victims not of the thoughtfully weighed and reluctant decision of one company, but victims of a grievous lethargy and Victorian perspective of the entire sole leather branch of the tanning industry. William H. Mooney, president of American Oak, stated in a letter to LEATHER AND SHOES, "You can well appreciate that it was painful to us to make a recommendation of this character, but I think the decision was the correct one."

It is obvious, in the face of the "trends" and the challenge from which the sole leather branch has continued to recoil, that Mr. Mooney and his company had no alternative. Battles are won by individuals fighting in unison for a common cause, and not by heroes fighting as individuals. The sole leather branch may have its share of individual "heroes" willing to fight for a cause, but it still lacks the unity and equipment to wage a full-scale battle.

We are in agreement with everything concluded by American Oak in giving its reason for dissolution—everything except one statement, that "to date no one has been able to come up with a convincing answer to the encroachment of substitute materials."

To the contrary, several effective answers have been advanced:

(1) The challenge of the foot health issue in soling materials.

(2) A large-scale, continuous,

hard-hitting promotional campaign.

(3) A large, continuously refurnished promotional fund.

(4) Aggressive action by sole leather tanners individually.

(5) Recognition by packers and hide dealers that it is their fight, too—and that costs and prices are an important part of the fight.

The substantial gains made by manufacturers of synthetic soling materials have been achieved by hard-hitting promotion and selling, and the willingness to make large-scale expenditures to capture the soling market. To the contrary, the sole leather tanners as a group—though not as individuals—have approached the challenge with lethargy of mind, sloth of action, and pittance of funds. They have done, through their present sources, exceptionally well with what pathetically little these sources have had to work with. But if the present lack of cooperation and support by sole leather tanners continues, it is going to be a certain case of too little too late. There is not much time to shed the high button shoes, high celluloid collar and stovepipe hat and don the promotional attire of 1949. We are viewing a case of a sick mind within a healthy body. What is needed is not only a shot in the arm but a shot elsewhere in the anatomy where it will be equally effective.

The mourners will sorrowfully lament the passing of American Oak. The wailing will send eerie echoes through the night. But it is doubtful that the mourners will take heed of the gasping last words of the deceased. It is more likely that after the dutiful period of mourning they will return to their sins of long standing—sins of omission, the sins of inaction. And to these—all tanners, and not sole leather tanners alone—we suggest that these centuries-old words of John Donne be memorized:

No man is an island, entire of itself;

Every man is a piece of the Continent, a part of the main.

If a clod be washed away by the sea, Europe is the loser.

As well as if a promontory were, As well as if a man of thy friends or of thine own were;

Any man's death diminishes me, Because I am involved in mankind;

And therefore never send to know For whom the bell tolls;

It tolls for thee.

Du Pont "G-942" was used for tanning the suede in these "AIR STEP" SHOES—"THE SHOE WITH THE YOUTHFUL FEEL"—product of Brown Shoe Company.



Now... Du Pont "G-942" Tanning Agent offers you
(Trade Mark)
A PLUMPER—HIGHER-QUALITY SUEDE

You get a bonus of a plumper and higher-quality leather that brings a better return for your tanning dollar. "G-942" gives maximum plumping on all types of kidskins, while controlling shrinkage. The process is easy to control by pH measurements.

By actual tannery tests, kidskins yielded 2 to 5 square feet more white suede leather per dozen skins . . . leather that was thick and plump with a fine, silky nap.

FOR BLACK AND WHITE

Du Pont "G-942" consistently gives outstanding results, and you can use practically the same tanning process for black or white. "G-942" tans through white, leaving no stain, and bleaching is unnecessary.

CRUSHED GRAIN

Fine quality crushed grain leathers are produced equally well with "G-942." And most finishing chemicals, as well as other tanning agents, can be used in con-

junction with "G-942."

Let us arrange for a technical representative to call at your plant and explain in detail how "G-942" can help you produce better leather.



**BETTER THINGS FOR BETTER LIVING
... THROUGH CHEMISTRY**

E. I. DU PONT DE NEMOURS & CO. (INC.), GRASSELLI CHEMICALS DEPARTMENT, WILMINGTON 98, DELAWARE

NEWS

Long-Range Promotion Spur To Luggage & Leather Goods Week

By Maurice Levitan

Ex. Vice President, Luggage and Leather Goods Mfrs. of America, Inc.,

Association employs variety of publicity media to stimulate both retailers and consumers and lift industry out of doldrums.

National Luggage and Leather Goods Week, June 13-18, this year set a new high in long-range promotional thinking for the industry. One of the main reasons was the public relations program established several months ago by the Luggage and Leather Goods Mfrs. of America, Inc. Based on a two-fold plan, the program was focused on establishing certain luggage and leather goods premises in the mind of the public via various publicity media and modernizing the promotional thinking of the dealer to take advantage of this.

In the period preceding the "Week," a series of releases stressing such public relations themes as "Look At Your Luggage and Leather Goods—Everyone Else Does," "It Doesn't Pay to Borrow Luggage," "Fashion Fills Your Purse With Personal Leather Goods," and such promotional themes as Mother's Day, Father's Day and "Honeymoon Luggage Is Matched Luggage" were sent to 1700 women's page editors and 600 radio commentators with gratifying results.

These were also sent to local dealers who were urged to place them with their local newspapers. Grateful letters from dealers reflect one sentiment. "You've shown me how simple it is to get publicity." Each of these releases give the wide awake dealer a hook for store displays and ad themes to complete a promotional package.

This was dramatically and graphi-

cally borne out in the Promotion Brochure put out by the Association. Built around central themes, it offered the dealer a rounded campaign covering posters, mats, radio copy, window displays, promotional and publicity tie-ins, promotional themes and publicity material to cover not only the "Week" but the remaining months in the year.

Believing that fashion is definitely here to stay in luggage and leather goods, the importance of new styles and matchmaking was stressed, with the emphasis on the color-matched look from key case to traveling luggage. Manufacturers cooperated with exciting new colors, shapes, materials and designs in luggage, leather goods and brief cases, for every purse, every need and every kind of travel.

The first of a series of such aids the Association plans to make available to dealers, the Promotion Brochure was received with great enthusiasm by both manufacturers and dealers. In an effort to cover all possible promotional areas, the Book was serviced to 16,000 dealers, all manufacturers, 2000 newspaper advertising managers and the promotion directors of 600 radio stations.

It is still too early to report on the concrete results of the "Week" but there are heartening indications that the long-range thinking behind it and the Public Relations Program are beginning to take.

Luggage Collections

Another exciting event in conjunction with the "Week" was the revived "Make It A Case For A Kid," a

campaign used to collect used luggage for children sent to fresh air camps. Because of the pressure of time, it was impossible for the Association to organize it nationally this year, and the suggestion was made that dealers work it out locally. From the industry's point of view this campaign is especially worth while since it gets old luggage out of the closets of those who can afford to buy new luggage and places it in the hands of the kids who have real need for it.

Such figures as Jackie Robinson and Duke Snider of Dodger baseball fame, Harold Lang, dancing star of "Kiss Me Kate," Dick Brown, singing star of the radio show "Stop The Music," Roy Rogers, America's beloved cowboy, Mrs. Frances H. McAdoo, familiar society figure, and Mr. and Mrs. Walter Hoving, Salvation Army officials and the owners of the Bonwit-Teller and Anson-Jones shops, all were photographed in the act of presenting their luggage to children.

The Association is now looking forward to its next big promotional venture, the 1949 Luggage and Leather Goods Show scheduled for the week of Aug. 8-12 at the Hotel New Yorker, New York City. Although originally planned to occupy four floors, popular demand has brought about an increased space allotment for five floors. Plans for the Show are now almost complete and will be released shortly.

Consolidated Footwear To Be Sold at Auction

All properties of the Consolidated Footwear Corp., Malone, N. Y. and its subsidiaries, Sun Valley Boots, Inc., and Cossack Booties, Inc., will be put on sale at public auction, June 30. Assets included will be the entire manufacturing facilities for Stadium Boots, Sun Valley Boots, and Cossack Booties along with trade marks and patents.

Other various fixed assets will be sold as well as quantities of raw materials used in the production of house slippers and cold weather boots.

Consolidated started business in 1932 producing soft sole capeskin house slippers. The firm created the stadium boot in 1934 and holds the trade mark for that name in both the U. S. and Canada.

The American Oak Leather Co.

Directors Recommend Dissolution

Twenty-six year decline of sole leather industry with corresponding rise of synthetic soles spells bleak future and decision to liquidate.

AFTER 63 years of manufacturing sole leather, The American Oak Leather Co., in a surprise notice sent its stockholders, announced that its directors had recommended it "wind up its affairs and dissolve as a corporation under the laws of Ohio." (L. & S. June 18). Common shareholders were informed that a special meeting would be held at the firm's offices in Cincinnati on July 1 to hear a report of the management on the company's financial status, the prospects for the sole leather industry and, finally, to vote on the resolution to liquidate.

The following is the text of a letter sent to all Common shareholders of the company outlining the reasons behind the decision to liquidate. The letter is signed by William H. Mooney, president of The American Oak Leather Co.:

To All Common Shareholders:

Enclosed with this letter you will find notice of a Special Meeting of Shareholders to be held on July 1, 1949. This meeting is called for the purpose of giving Common shareholders an opportunity to decide whether they wish to continue the business of The American Oak Leather Company or to dissolve and liquidate same.

As you may surmise, the decision to submit this question to the Common Shareholders was a difficult one for the Directors and Officers of your Company to reach. Most people recoil from the idea of terminating a business. This was especially true in the case of your Company which has had such a long and honorable life, and has been such an important part of the industrial activity of Cincinnati. You may be certain that the decision was not reached without long and careful weighing of the facts in so far as they were available. In such a study, earnings past and present, short term trends of demand and competition, are easily determined but it was in projecting these trends into the future that your Direc-

tors and Officers had the most painful misgivings. They determined that there are so many uncertainties and so much risk to your investment in any and all future operations, that the issue of whether or not to dissolve must be presented to the shareholders for your final decision.

While the whole question can be better discussed and understood at the meeting, we do wish you to have some prior background material to study. Our examination of the problem comprised the following main elements:

1. OWNERSHIP OF OUR COMMON STOCK
2. FUTURE PROSPECTS OF THE SOLE LEATHER TANNING INDUSTRY
3. COMPETITIVE SITUATION OF THE AMERICAN OAK LEATHER COMPANY IN THE SOLE LEATHER INDUSTRY
4. AMOUNT PER SHARE WHICH COULD BE RETURNED TO SHAREHOLDERS UPON LIQUIDATION

You will find enclosed with this letter a book of charts and schedules to which we shall refer from time to time in the following discussion.

1. OWNERSHIP OF OUR COMMON STOCK

Approximately sixty percent of our Common stock is owned by women. In many cases these stockholders have little or no outside resources so that if anything should happen to their investment in this Company it would amount to a major tragedy in their lives. Furthermore, their need for dividends for living expenses has placed a rather heavy burden on the Company at certain times in the past. We are forced to the conclusion that the bulk of our stock is owned by people who cannot and should not assume the obvious risks which lie ahead in the ownership of Common stocks of many companies.

2. FUTURE PROSPECTS OF THE SOLE LEATHER TANNING INDUSTRY

On Schedule 1 in the data book you will find a chart of sole leather deliveries of the sole leather industry from 1922 to 1948 inclusive. You will note from this chart that there has been no growth in the

sole leather industry during this period of twenty-six years. If a trend line were fitted mathematically to this curve it would have a slightly declining slope. This absence of dynamic growth in the sole leather tanning industry is in marked contrast to the curve of population which you will find in Schedule 2 and the growth of the shoe manufacturing industry which you will find in the same schedule. The conclusion is inescapable that the sole leather tanning industry has not participated in the normal growth of the United States.

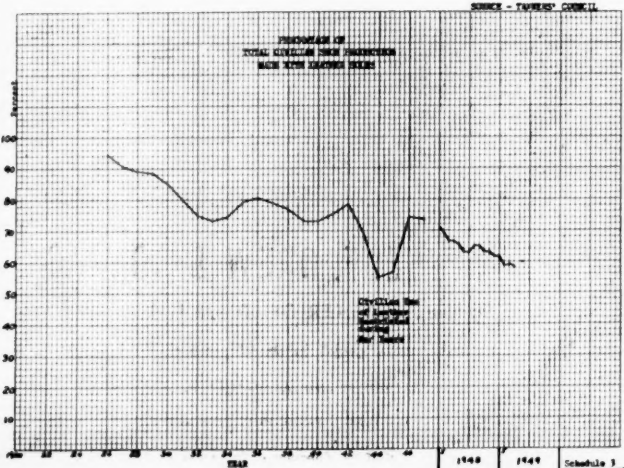
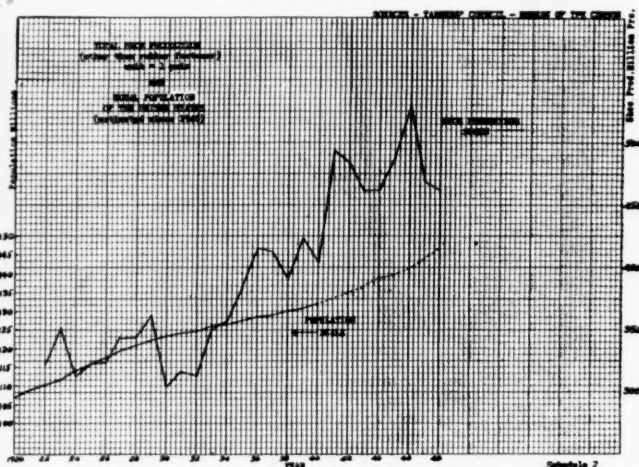
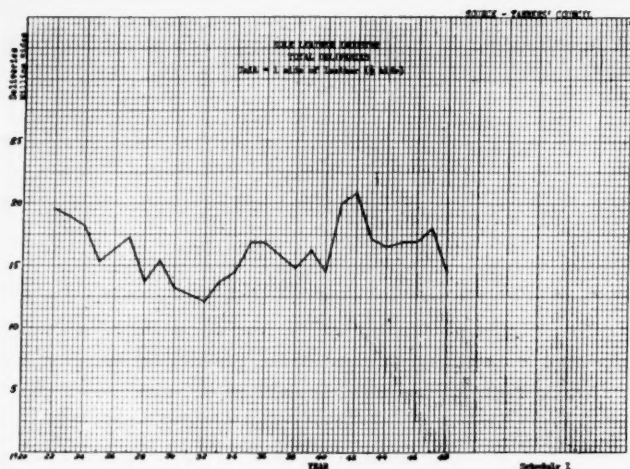
One important reason for this lack of growth is shown in Schedule 3 which depicts the percentage of all shoes produced which carry leather soles. It is obvious that the long term trend of percentage usage of leather in soles has been downward during the twenty-three year period illustrated by the chart. However, we wish to call your particular attention to the sharp decline in the chart during the year 1948.

Unfortunately, this decline has continued during 1949 and whether it has yet reached a stable bottom we would not want to hazard a guess. Some authorities in the shoe industry think that we may finally reach a level at which one half of all shoes carry rubber or other synthetic materials in the soles. If this happened sole leather deliveries would probably decline to about the depression level of 1932. This possibility is giving the greatest concern to the sole leather industry and to date no one has been able to come up with a convincing answer to the encroachment of substitute materials.

3. COMPETITIVE SITUATION OF THE AMERICAN OAK LEATHER COMPANY IN THE SOLE LEATHER INDUSTRY

In Schedule 4 we give you the twenty-five year record of sales, profits before taxes, taxes, and profits after taxes, of The American Oak Leather Company. It would not be proper for us to say whether this record is good or bad, but we do wish to point out that it was accomplished in an industry that is by no means notable for its earnings.

Schedule 5 gives a record of all payments to stockholders during the past twenty-five years, including retirement of preferred stock.



We have every reason to believe that your Company would be able to give a good account of itself in the sole leather industry in the future as it has in the past. However, there are certain changes in our situation which should be brought to your attention. For one thing, our plants are quite old, major portions having been built in 1880. The very heavy usage we have made of our facilities during the past decade has hastened their deprecia-

YEARLY TOTAL OF MAINTENANCE EXPENSE

AT THE CINCINNATI PLANT

1938 TO 1948 INCLUSIVE

YEAR	MAINTENANCE
1938	\$ 47,972.05
1939	75,606.39
1940	79,512.38
1941	187,344.43
1942	219,294.37
1943	245,747.94
1944	255,767.01
1945	316,340.37
1946	257,734.29
1947	372,068.46
1948	393,566.06
TOTAL	\$ 2,480,953.75

Schedule 6

tion, and major capital replacements must be faced sooner or later. Our maintenance charges have increased materially and progressively during the past years as shown by Schedule 6. Our executives responsible for maintenance, and consulting engineers we have employed can give us no assurance that we can expect any relief from these heavy expenses in the foreseeable future. During the war our effort was to keep the plant running at all cost, but since the war we have adopted a policy of preventive maintenance which over a long enough period of years should bear fruit, but the effects of which will not be immediate. The big question facing your Directors and Officers is whether they would be justified in recommending heavy capital expenditures or continued large maintenance expenses for the rehabilitation of a plant to be used in the tanning of sole leather. So far we must reluctantly answer this question in the negative.

As to the recent past, the entire sole leather industry has been operating at a loss to the best of our knowledge and belief. Our vegetable sole leather division went into the red during the month of August, 1948, and continued intermittently in the red until the end of November, 1948.

DREW OIL PRODUCTS FOR THE LEATHER INDUSTRY



ALUM STABLE OILS

Nos. Three X-0 and 45 are water soluble and non-ionic oils used for fatliquoring all types of alum or alum combination tanned skins.

LUXOIL No. 70 SERIES

These are light colored, non-oxidizing and non-spueing sulfated fatty oils of high quality. Used for glove, garment and fancy leathers.

TWO NEW SUEDE OILS

No. 81-P and No. 81-T
For pearling before dyeing and for top fatliquoring of all types of colored suedes.

POLYMOL No. 79

A clear filtered oil blend, having similar analytical constants to cod oil. Used by many tanners in preference to raw cod oil.

Tested under actual plant conditions



With the hide market at a high level and facing certain and heavy losses on a replacement basis, your Management discontinued the purchase of vegetable sole leather hides the latter part of November, 1948. The hide market has followed a declining trend since that time and this has resulted in substantial savings to your Company and the conversion of a large portion of vegetable sole leather inventories into cash at relatively favorable prices. Other sole leather tanners who have continued full scale operations report heavy losses and appear to be greatly concerned about the results of their companies.

We are glad to be able to report that the chrome retan division of our Company has been operating at normal rates and has been earning satisfactory profits. This is a very fine operation but it is not susceptible to great expansion due to the limited supply of raw material.

4. AMOUNT PER SHARE WHICH COULD BE RETURNED TO SHAREHOLDERS UPON LIQUIDATION

It is impossible for your Directors and your Management to tell you what your Common shares would realize in event of dissolution and complete liquidation. The amount realized would depend upon the course of the leather market, the speed with which the remainder of the inventory is converted into cash, and how rapidly fixed expenses are reduced and/or eliminated. This is a matter which can better be discussed at our meeting than in this letter, but we should point out that the present very liquid position of your Company at least narrows the possible inaccuracies of estimate.

There is enclosed herewith, a balance sheet of the Company as of May 28, 1949. This balance sheet has been prepared in

conformity with the practice used in our year-end balance sheets submitted to you. This shows a book value per Common share of \$17.14.

The inventory is priced on the last-in, first-out basis which we adopted as of January 1, 1938.

In the event that we are successful in liquidating the balance of the inventory on a basis substantially as favorable as accomplished in the five months preceding the date of this statement, a substantial profit from this source would probably be realized which would add to the book value of each share of stock.

The operating statement for the period ended May 28, 1949, shows a profit before Federal Income Taxes of \$1,097,484.65. You realize that substantially all of this profit is occasioned by the liquidation of inventory which has been frozen on our books at a very low cost. If we were to replace that inventory at present prices, the excess of replacement cost over our basic cost would be charged against the current year's earnings and the result would be to show a loss from vegetable tanning operations.

How much these values might be reduced by liquidating expenses and losses, and how much affected by the sale of capital assets we can only conjecture. Complete liquidation usually has its problems and uncertainties. We do wish to point out, however, that a very large proportion of the assets of your Company is now in cash, Government bonds, and accounts receivable, none of which would be subject to any appreciable shrinkage except for liquidating expenses.

We shall be glad to discuss this with you in as much detail as we can at the special meeting but it seems obvious that there would be relatively high realizable return per Common share from liquidation.

We feel that it would be to your advantage to attend this Special Meeting at which time we shall try to answer any questions you may have. If you cannot attend, be sure and send in your proxy.

YEAR	GROSS SALES	PROFIT OR LOSS BEFORE TAXES	TAXES	PROFIT OR LOSS AFTER TAXES
1923	\$ 6,298,987.27	\$ 264,607.18	\$ 895.64	\$ 263,711.54
1924	5,060,984.44	123,387.41	10,000.00	113,387.41
1925	4,562,910.44	116,857.20	13,500.00	103,357.20
1926	5,652,652.99	138,029.82	17,000.00	121,029.82
1927	6,767,648.59	738,517.38	99,500.00	639,017.38
1928	6,937,687.81	428,981.70	40,500.00	388,481.70
1929	6,894,025.15	232,398.69	25,300.00	207,098.69
1930	4,378,956.91	581,811.18	L	581,811.18
1931	3,774,909.79	316,332.79	40,500.00	275,832.79
1932	2,834,098.22	950,752.16	L	950,752.06
1933	3,561,660.92	371,872.09	47,370.00	324,502.09
1934	3,795,572.50	114,703.16	12,377.27	102,325.89
1935	4,696,357.20	18,241.63	L	18,241.63
1936	4,577,231.57	137,499.59	65,972.37	71,527.22
1937	5,257,343.71	98,521.09	L	98,521.09
1938	4,085,192.08	249,179.50		249,179.50
1939	4,945,808.75	247,346.63	19,000.00	228,346.63
1940	5,019,518.09	249,059.26	58,000.00	191,059.26
1941	9,057,720.21	763,829.93	332,000.00	431,829.93
1942	10,368,342.07	1,363,099.85	835,000.98	528,098.87
1943	10,081,191.84	938,971.65	558,000.00	380,971.65
1944	10,592,107.79	1,137,218.49	756,252.86	380,965.63
1945	10,252,001.06	719,259.26	412,064.70	307,194.56
1946	11,445,428.02	1,346,297.68	510,572.83	835,724.85
1947	14,930,211.44	1,084,014.06	361,000.00	723,014.06
1948	12,326,015.27	655,734.14	240,000.00	415,734.14
TOTAL		\$ 10,685,869.52	\$ 4,454,826.65	\$ 6,231,042.87

L signifies Loss

Schedule 4

YEAR	COMMON DIVIDENDS	PREFERRED DIVIDENDS	RETIREMENT OF PREFERRED STOCK
1923	\$ 214,996.00	\$ 60,305.00	
1924	53,749.50	60,305.00	
1925	35,833.00	60,305.00	
1926		60,305.00	
1927	179,165.00	60,305.00	
1928	237,979.00	60,305.00	
1929	135,988.00	60,305.00	
1930	135,988.00	60,305.00	
1931	33,997.00	60,305.00	
1932	33,997.00	60,305.00	
1933	84,992.50	55,100.00	181,630.00
1934	101,991.00	45,527.50	69,484.50
1935	33,997.00	44,482.50	226.50
1936	59,494.75	44,475.00	
1937	33,997.00	44,475.00	
1938			5,620.00
1939	144,487.25	85,375.00	54,365.50
1940	101,991.00	49,736.25	29,977.75
1941	237,979.00	47,627.50	20,855.50
1942	237,979.00	36,567.50	20,757.50
1943	237,979.00	17,300.00	27,224.00
1944	237,979.00	34,431.25	
1945	203,982.00	33,610.00	
1946	305,973.00	33,610.00	
1947	339,970.00	33,610.00	
1948	254,977.50	16,667.50	346,962.50
TOTAL	\$ 3,679,463.50	\$ 1,225,645.00	\$ 792,343.75

Schedule 5

CAPITAL SURPLUS

Balance at December 31, 1948 and May 28, 1949.....\$ 37,660.75

EARNED SURPLUS

Balance at December 31, 1948.....1,105,959.65

Add: Net Profit for the year (based upon the last-in, first-out inventory method applied to separate leather inventories of each company).....See Note.....680,440.49

1,786,400.14

Credit arising from elimination of Reserve for outside investments (No longer required).....49,000.00

1,835,400.14

Deduct dividends declared:

On preferred stock.....\$ 8,127.50

\$2.50 per share.....8,127.50

On common stock.....144,115.50

.40 per share.....135,988.00

EARNED SURPLUS

May 28 1949.....\$1,691,284.64

NOTE: The operating statement for the period ended May 28, 1949, shows a profit before Federal Income Taxes of \$1,097,484.65. You realize that substantially all of this profit is occasioned by the liquidation of inventory which has been frozen on our books at a very low cost. If we were to replace that inventory, the excess of replacement cost over our basic cost would be charged against the current year's earnings and the result would be to show a loss from vegetable tanning operations.

CONSOLIDATED BALANCE SHEET
THE AMERICAN OAK LEATHER COMPANY AND SUBSIDIARY
MAY 28—1949
ASSETS

CURRENT ASSETS

Cash:			
Demand deposits	\$2,417,305.44		
Office and branch cash funds	2,550.00	\$2,419,855.44	
United States Government obligations:			
U. S. Government bonds and certifi-			
cates of indebtedness—at cost		939,936.26	
Trade notes and accounts receivable	784,649.28		
Less: Reserve	29,350.96	755,298.32	
Inventories—at cost (leather			
inventories priced on last-in,			
first-out basis)			
Finished and in process leather			
and raw hides	1,306,153.82		
Manufacturing materials	261,889.34		
Sand and gravel	5,601.70	1,573,644.86	\$5,688,734.88

INVESTMENTS AND OTHER ASSETS

Stocks owned—at cost	26,118.78		
Membership in New York Hide Exchange	1,305.97		
Claim for refund of federal taxes			
on income—estimated	122,000.00	149,424.75	

PROPERTY, PLANT AND EQUIPMENT

Land		167,663.75	
Plant and Equipment	3,591,853.82		
Less: Reserve for depreciation	2,544,548.39	1,047,305.43	1,214,969.18

DEFERRED CHARGES

Inventories of supplies	71,895.18		
Prepaid taxes, insurance, interest			
and expenses	42,343.74	114,238.92	
TOTAL ASSETS—May 28—1949			\$7,167,367.73

LIABILITIES, CAPITAL STOCK AND SURPLUS

CURRENT LIABILITIES

Accounts payable and accrued			
expenses	\$ 147,249.92		
Preferred Dividends	4,063.75	\$ 151,313.67	
Federal taxes on income—estimated:			
Normal income tax and surtax for			
the current year—1949	417,044.16		
Unpaid portion of provision for			
federal taxes on income of prior			
years	466,364.51	883,408.97	\$1,934,722.34

RESERVE FOR CONTINGENCIES

			700,000.00
--	--	--	------------

CAPITAL STOCK AND SURPLUS

Capital stock:			
Preferred, 5% cumulative, par value			
\$100.00 per share, redeemable at			
\$100.00 per share: Called for redemp-			
tion on July 1, 1949			
Authorized 25,000 shares; issued and			
outstanding 3,040 shares		304,000.00	
Common, par value \$10.00 per share:			
Authorized 500,000 shares issued and			
outstanding 339,970 shares		3,399,700.00	
		3,703,700.00	
Surplus:			
Capital surplus	37,660.75		
Earned surplus	1,691,284.64	1,728,945.39	5,432,645.39
TOTAL LIABILITIES—May 28—1949			\$7,167,367.73

**No Vacation For
Int. Shoe Nashua Plant**

Workers at the Lake St. plant of International Shoe Co., at Nashua, N. H., will have no vacation period this summer with the exception of the long July 4 week-end. Company officials have just announced that there will be no summer shutdown this year during the usual Fourth of July week.

The firm is presently completing a large Navy procurement order and will shortly start on civilian orders now pending. Spokesmen explained that the orders on file are from new customers and the firm will concentrate on these during the summer with an eye to repeat orders. Last fall, the plant was working on a curtailed schedule due to lack of orders.

**Selby May Leave
Portsmouth**

With prospects of a strike settlement dim at this time, officials of the Selby Shoe Co., Portsmouth, O., have raised the question "whether or not it is probable that we can operate successfully in Portsmouth in the future."

In a letter to employees signed by Roger A. Selby and President N. B. Griffin, the company reviewed briefly the 72-year history of the Selby Shoe Co. in Portsmouth and said, "one wonders if the shoe business in Portsmouth is going to follow the experience in other highly-unionized cities in the past." The letter named Boston, Rochester, N. Y., and St. Louis as cities where "only a relatively few factories remain, the balance having gone to smaller towns in that area."

One shoe factory, the Irving Drew Co., had already found it advisable to move "after having gone to unusual lengths to cooperate with the union," the Selby officials stated. The Drew plant moved to Lancaster near Columbus 10 years ago.

Griffin and Selby accused the negotiating committee of the United Shoe Workers of America, CIO, local of being "divided into 'leftists' and 'rightists'" and said that a "sensible, cooperative settlement soon could be made without this division in union leadership."

At a recent meeting of stockholders Roger A. Selby was reelected chairman of the board and Griffin president. Other officers re-elected were Homer Selby, vice president; W. B. Hooley, vice president; and G. F. Lang, treasurer. J. M. Johnson was elected secretary to succeed A. H. Tepas who remains as consultant while C. S. Baker was named to the new post of assistant treasurer.

**Large Turnout
At Central Pa. Outing**

Despite inclement weather, over 300 members and guests attended the Annual Spring Outing and Golf Tournament of the Central Pennsylvania Shoe and Leather Assn., held June 17.

Winners in the golf tournament were as follows: Lester Blank, J. G. Traver, Sr., Robert Devine, A. C. Jameson, Guy Mitchell, L. E. Beaudin, K. Shoffstall, Ralph Cassel, G. R. Horner, and R. E. Black. A special prize was awarded to C. A. Cox and J. M. Corcoran was the winner of the guest prize. Booby prize honors went to Paul Mann.

QM Assures Fair Deal To Small Manufacturers

Small businessmen and manufacturers seeking procurement awards from the New York Quartermaster Purchasing Office are given full, fair consideration in the awarding on contracts, according to a statement made this week by Brigadier General L. O. Grice, commanding NYQMPO. Grice emphasized that practically all QM procurement is effected by the "formal method" which means the issuance of invitations to bid are publicly opened at a stated time and bid prices announced. Awards are

then made to that responsible bidder whose bid is most advantageous to the government.

Grice's statement was made to offset recent publicity given statements made by various agencies or attorneys claiming they could obtain special "consideration" for bidders dealing with NYQMPO for contract awards. Grice declared that Secretary of National Defense, in a recent speech made before the U. S. Chamber of Commerce, made it clear that it is unnecessary for the small business man to hire a broker or agent to obtain a government contract.

LIQUIDATION SALE by PUBLIC AUCTION

Pursuant to an order by the owners
we will on

THURSDAY, JUNE 30, 1949, 10 A.M. E.D.S.T.

offer for sale

LAND, BUILDINGS, SHOE MACHINERY, FACTORY SUPPLIES, APPROX. \$125,000 SHEARLINGS AND SHOE FINDING INVENTORY. VALUABLE TRADE NAMES "STADIUM—SUN VALLEY—LAKE PLACID BOOTS and COSSACK BOOTEES"—TRADE MARKS—GOODWILL—ROYALTIES, LARGE LOT OFFICE MACHINES AND EQUIPMENT. 1946 and 1948 TRUCKS AND AUTOMOBILES.

of the

**CONSOLIDATED FOOTWEAR CORP., Malone, N. Y.
SUN VALLEY BOOTS, INC., Malone, N. Y.
COSSACK BOOTEES, INC., Chateaugay, N. Y.
FOUNDRY BUILDING, Malone, N. Y.**

All buildings in excellent condition—Modern facilities—Suitable for any type of light or heavy manufacture—All located in excellent labor markets.

**DATES OF INSPECTION—TUESDAY, JUNE 28 &
WEDNESDAY, JUNE 29, 1949—10 AM to 4 PM**

Above to be offered in Bulk, Units & Single Lots
Immediate Delivery—No Confirmation
TERMS—CERTIFIED CHECKS OR CASH

for detailed information, write, wire or phone

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**AUCTIONEER • LIQUIDATOR • APPRAISER
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N.E. Shoe Output Leads Nation in March

Shoe production in the New England shoe states, Massachusetts, Maine and New Hampshire, during March was the highest in the U. S., according to an analysis prepared by the New England Shoe and Leather Assn. Output of the three states totaled 14,363,000 pairs, an increase of three percent over March 1948, as compared with a slight decline for total U. S. output during the month.

The shoe states registered the following changes in production during this period: Massachusetts —1.8, New Hampshire +11.3, and Maine +4.9 percent. Value of shoe shipments from these states during March totaled \$52,860,000, a per pair average value of \$3.52. Total New England shoe production for the first quarter of 1949 reached 38,273,000 pairs, a decrease of five percent from a year ago.

During the month, the Mass. shoe industry employed some 40,987 workers and paid them average total weekly wages of \$1,691,680. This represented a decrease of 4.1 percent in employment and an increase of 2.3 percent in payrolls from the same month a year ago.

Total employment in the U. S. shoe industry during March reached 239,500 workers, an increase of .1 percent over Feb. when 239,300 workers were employed. Estimated weekly payroll during the month approximated \$8,505,005 or an increase of .5 percent. These figures represented a decrease of 5.7 percent in employment and a decrease of 3.6 percent in payrolls from the same month a year ago.

Chain Sales Off 5.2%

Sales of three of the first four large chain stores to report their May figures show an overall drop of 5.2 percent as compared with May a year ago, according to latest available figures. Only chain to show an increase for the month was Shoe Corp. of America which reported a gain of 1.5 percent for the month.

The National Shoe Manufacturers Assn. finds, however, that retail shoe sales figures, down only two percent from the four-month period of 1948, are "as favorable as could reasonably be expected." During the first four-months of this year, chain store sales showed an average gain of 2.5 percent over last year. Combined chain and independent store sales for the March-April period was up

Methocel: the Excellent Emulsion Stabilizer



In the *Leather Industry*, METHOCEL, an outstanding pasting material, is also valuable in stabilizing fat liquors and in leather finishing compounds.

Now available in powdered form, its high film flexibility and toughness, physiological inertness, ease of handling and resistance to oily and greasy materials, make METHOCEL the material of choice. In the pasting of leathers, METHOCEL

provides the advantages of uniformity in body and tack, with minimum penetration of the leather surface.

Have you investigated the *new* METHOCEL, powdered? Write or phone us for further information about METHOCEL applications in the leather industry. Send for free experimental sample of the *new* METHOCEL, powdered.

THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN

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DID YOU GET YOUR

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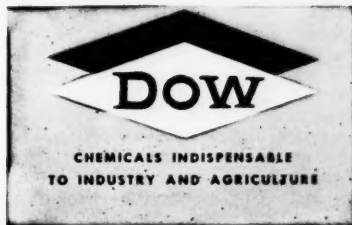
The Dow Chemical Company
Dept. ME 751
Midland, Michigan

Please send free sample of METHOCEL, for use in _____
Check viscosity desired: 15, 25, 100, 400, 1500, 4000 cps.

Name and Title _____

Firm _____

Address _____



3.2 percent over last year and the four-months dollar volume showed a gain of 3.5 percent.

The Tanners' Council attributes drop in dollar volume on chain store sales during May to both price changes and changes in type of shoes. A year ago, the six large chains selling relatively low-priced shoes reported dollar sales 4.3 percent higher than in May 1947.

(000)		% Change	5 mos. 1947	% Change	5 mos. 1948
	May 1949	May 1948		May 1949	May 1948
Melville Shoe Corp.	\$ 5,712	-10.0	\$27,781	-1.4	
of America	2,892	+ 1.5	12,976	+4.9	
Kinney	2,900	- 2.7	12,340	+5.0	
Edison	6,821	- 4.5	31,543	+4.1	
Total	\$18,325	- 5.2	\$84,640	+2.5	

Boston Hide & Skin Assn. To Hold Tanners' Meetings

A new plan to standardize many hide and skin trade practices prevailing before World War II was endorsed at a meeting of the Boston Hide & Skin Brokers Assn. held June 20 at the Parker House, Boston. The plan was devised by Association committees recently to help end the confusion that now exists and re-establish delivery standards on a pre-war basis.

Paul Simons, president of the Association, announced that a meeting of brokers and calfskin tanners had been called for June 27 and brokers and hide and kip tanners for July 25, both at the Parker House. Tanners will discuss reports of committees recently appointed to set forth standards for hide and skin examinations at tanneries and docks, procedures governing claims and arbitrations, and definitions of language used in contracts. Reports will be released for nationwide distribution after approval.

FTC Sets Trade Meeting For Leather, Shoe Finders

The Federal Trade Commission has announced it will hold a trade practices conference for the leather and shoe finders industry in New York on July 13. The meeting will be held at 10:00 a. m. (DST) at the Hotel New Yorker, New York City, under the supervision of Commissioner Garland S. Ferguson.

The conference will give industry members a chance to help formulate comprehensive trade practice rules designed to promote free and fair competition and prevent trade abuses. Following the meeting, a draft of proposed rules will be made available and a public hearing scheduled.

("News" continued on page 34)

COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS (In 1,000 hides)

	Total Cattle Hides	Sole	Upper	Belting, Mechan- ical	Harness Sad- dlery	Bag Case, Strap	Uphol- stery	All Others**
1939	22095	7833	12124	531	477	387	610	233
1940	21070	7032	11582	675	524	382	601	272
1941	28121	9090	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	672	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	629	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949—								
Jan.	2073	539	1231	74	22	55	41	111
Feb.	2124	589	1234	78	20	56	35	112
Mar.	2163	616	1229	69	23	63	37	126
April	1906	568	1054	70	21	57	37	99

**Date from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

	Total Calf, Kip	Goat, Kid	Sheep Lamb	Sheep Leathers Glove, Garment	Shoe	Shear- lings	All Others
1939	14027	40419	38914	18220	11604	2563	6327
1940	11387	37697	37920	17726	9966	3322	6907
1941	13098	45373	51915	22542	14166	5779	9428
1942	12264	41127	58629	19459	14083	9596	9591
1943	11112	37351	59315	20415	15474	11210	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11636	24026	52450	17294	17155	6508	11495
1946	10836	24123	47999	15781	13549	9921	8918
1947	12471	37188	36535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949—							
Jan.	943	3013	2564	731	1029	288	516
Feb.	886	2982	2537	654	1092	312	479
Mar.	947	3457	2463	713	963	296	491
April	766	2859	2154	672	748	270	464



June 26-28, 1949—Second annual State of Maine Shoe Show, Bangor House, Bangor, Me.

July 10-14—Annual Convention, National Leather & Shoe Finders Assn., Hotel New Yorker, New York.

July 24-27, 1949—Baltimore Shoe Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Aug. 8-12, 1949—National Luggage and Leather Goods Show, sponsored by Luggage and Leather Goods Manufacturers of America, Inc. Hotel New Yorker, New York City.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe tel, Pittsburgh, Pa.

Nov. 5-9, 1949—Southeastern Shoe Travelers Show, Sheraton, Bon Air Hotel, Augusta, Fla.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Leather

LABOR RELATIONS

What's Ahead In Labor Relations In The Leather Industry

Article 15
By JOHN W. MORGAN

A postwar pattern is emerging and crystallizing. It is a gauge of what to expect, what to prepare for.

THE long-range view of labor relations in the leather industry must take into account business conditions in the industry itself, legislation, trends in collective bargaining and in arbitration, ideological conflicts, and trends in employe and public relations. It is certain there will be many changes.

Collective bargaining will continue to be a recognized outstanding means of communication between management and labor. Collective bargaining will cease to exist only if, because of the miscalculations of government economists or for other reasons, we find ourselves in an abyss of despair and turn frantically to the extreme right or the extreme left. Inasmuch as there is little choice between these extremes today, the success of both being attempted by silencing the voices of the opposition by temporary banishment or perpetual elimination, those who would use the channels of collective bargaining for the purpose of furthering political ideologies may find themselves victims of their own devices.

Industry Problems

The industry itself is now faced with problems of competition which were not present during the recent

war and postwar years and these problems enter into labor relations. Recently, the sole leather branch of the industry, particularly, has been seriously affected by the advent of new substitutes for leather. In November, 1947, 26% of all shoes manufactured had soles made of substitutes for sole leather. One year later, in November, 1948, this percentage had increased to 38%. Competition from substitutes affects all branches of the industry, though in varying degrees.

How can labor relations policies help the leather industry to meet this necessity for the production of leather at costs permitting the manufacture and sale of leather products for prices which the public will pay in preference to purchase of substitutes? An important aid would be cooperation of employes and unions with the employer for greater production at lower unit costs. This does not mean a program of worker exploitation, but rather a recognition that jobs for all in the industry depend upon the ability of the employer to effect economies in operation through astute management, with the willing cooperation of the employes.

In this industry, greater production provides the only means for substantial betterment of the em-

ployes' standard of living, the goal of all responsible labor organizations. This would mean an abandonment by the International Fur and Leather Workers Union of its suspicion and ridicule of increases in production as "speed-ups" by the "bosses," and abandonment by the workers of self-imposed limitations of production, frequently condoned by this union. To attain increased production, the unions must accept purpose. There should be a broader use of techniques adapted to that acceptance of, and cooperation by the unions in the use of, time studies and new production standards. It is to be expected that more effort will be made in the future to educate the workers to the possibility of a better living through their increased productivity, as well as through improved methods of manufacture.

The leather industry has been regarded as a backward industry technologically. There have been few changes made in the type of machinery used for the manufacture of leather. In such changes as have been made, greater stress has been laid upon shortening of processing requirements than upon other phases of manufacture. Marked changes have occurred in the beam houses of tanneries, and some innovations have been introduced in the finish-

ing departments, through the use of pasting units, improved drying units, and conveyor tables. For many years, experiments have been made with the object of completely revolutionizing the manufacture of leather, so that it may be rolled off a calendar machine, bundled, stenciled for delivery, and thereafter carried on a belt to the loading platform. Some such development may take place in the future and transform the leather industry from one in which the process of manufacture of a single unit extends over weeks to one in which production from the raw state to the finished product is a matter of days.

Legislation

Labor relations will be subject to labor legislation from time to time in the future, as in the past. William H. Leiserson, then Chairman of the National Mediation Board, stated in an address delivered in 1944:

"... there is a general impression that active government participation in labor relations began with the New Deal laws protecting labor organizations and encouraging collective bargaining. The more ardent New Dealers, also, are inclined to think that labor history began in 1933. As a matter of fact, however, labor relations have been controlled by law and government in this country since the beginning of our history."

Those who advocate the abolition of all labor legislation generally mean all labor legislation of which they do not approve. Certainly, relations between such large groups of the population as labor and industry, possibly involving strikes, exploitation of workers by employers, and interference with the rights of employers and the public by unions, must submit to regulation in areas where abuses exist.

If unions and extreme pro-union representatives in Congress succeed in eliminating all or nearly all of the safeguards provided for the interests of employes and the public in the Labor Management Relations Act, 1947, a comprehensive act to again establish an equitable relationship between labor and industry, and, for the protection of the public, will doubtless follow within a few years. If a balanced labor act is enacted by Congress in this session, there may be a minimum of new labor legislation for a long time to come.

While it is generally true that subjects of collective bargaining should be left for collective bargaining and not dealt with by legislation, there

ANNOUNCEMENT

The series of articles on labor relations in the leather industry, by John W. Morgan, the country's foremost authority on labor relations in this industry, will be compiled into book form. The book, containing some revisions and supplementary material, to be published in the near future, will comprise an invaluable addition to the library of every individual concerned with the leather industry, its past, present and future.

are many provisions of the 1947 Act which are equitable and desirable. For example, it can scarcely be controverted that if employers are required to bargain in good faith, unions should also be required to do so, otherwise unions would be permitted to engage in a campaign of harassment of employers who in good faith attempt to carry out their obligation under the law.

Effects of T-H

A study of the effects of the Labor Management Relations Act, 1947, on labor relations in Southern California, prepared by Frank C. Pierson of the Institute of Industrial Relations, University of California, reached the conclusion that there is a greater area of agreement between union and company representatives "than is commonly supposed." There was general agreement on the undesirability of union shop elections and prohibition of the closed shop. Union spokesmen indicated that the following provisions are acceptable or would be acceptable in modified form: regulation of check-offs, prohibition of union refusal to bargain, the non-Communist affidavit (if made applicable to both parties), the notice and negotiation procedure, financial reports, and prohibition of violence and acts or threats of bodily injury.

The provisions of the Labor Management Relations Act, the retention or elimination of which will have immediate effect in the leather industry, include those requiring non-Communist affidavits as a prerequisite to obtaining the services of the National Labor Relations Board, providing for suits by and against unions, and restricting union security and checkoff.

If the non-Communist affidavit provision is not contained in any new Labor law that may be enacted, the International Fur and Leather Workers Union will have rights again to enforce bargaining demands through the National Relations Board and to

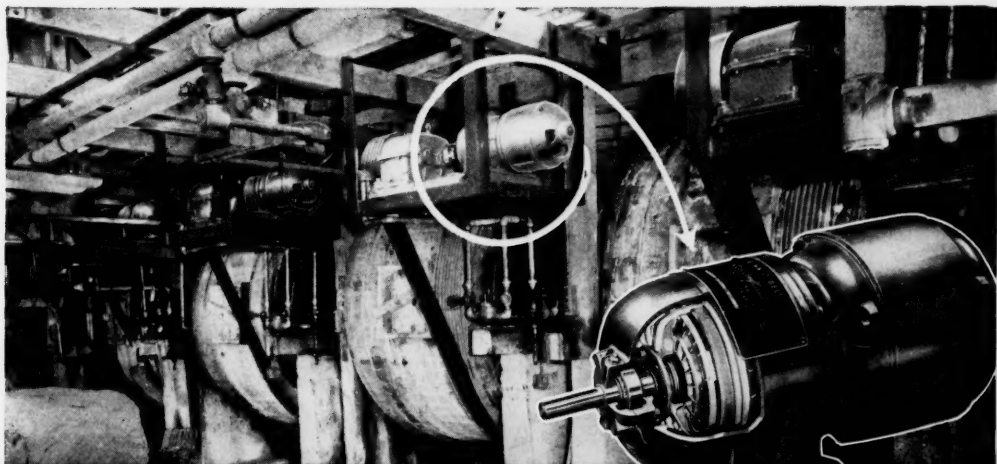
have charges of unfair labor practices filed by it processed by the Board. If restrictions on union security are removed entirely, it can legally bargain for a union shop or closed shop, and for involuntary deduction of dues, initiation fees, assessments and fines, provided that no state law conflicts.

The independent status of the Federal Mediation and Conciliation Service should be continued. A conciliation service, to be effective, must be impartial, and employers generally in the leather industry are inclined to have more respect for, and confidence in, the present independent agency than they had for the Conciliation Service when it was part of an admittedly biased Department of Labor. Cyrus S. Ching, Director of the Federal Mediation and Conciliation Service, stated during Senate Labor Committee hearings on a new labor law that to return the Service to the Labor Department would be "a step backwards in the terribly important job of strengthening our industrial democracy by promoting sound practices and usages of collective bargaining and minimizing and preventing labor disputes." The statement of the right of freedom of speech contained in the present Federal law follows quite closely the interpretation which has been developed by the National Labor Relations Board; it is a fair statement and should be retained.

Foremen

The exclusion of foremen from the definition of "employee" under the Labor Management Relations Act, is of importance to the leather industry and restoration of rights of foremen's organizations before the Board, through repeal of the Act or enactment of a new labor act, would give an impetus to organization of supervisors. Prior to the Labor Management Relations Act, the National Labor Relations Board's policy had been to permit organization of foremen, then to deny it, and finally the Supreme Court of the United States held that foremen did have rights to enforce collective bargaining under the National Labor Relations Act as it then existed.

Some attempts were made to organize tannery foremen, and doubtless other attempts were discouraged by the denial in the Labor Management Relations Act, of rights to enforce such organization. In the leather industry, where the product is manufactured through continuous processing, foremen are even more an arm of management than is the case in many fabricating industries.



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Mr. L. K. Morey, plant engineer of this company, reports: "With the old equipment we could run only 10 dozen per drum, and with the Electrofluid Drive we can run 20 dozen per drum. Our maintenance cost has dropped 95% . . . We are very well pleased with the Electrofluid Drive and highly recommend its use to anyone in the tanning industry. The addition of Electrofluid Drives to our drums makes this tannery the most modern plant of its kind in the world."

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The Link-Belt Electrofluid Drive provides a flexible fluid coupling between motor and driven machine which absorbs shock, permits use of a smaller motor, reduces starting current and gives high overload protection. It is simple in principle and construction; it presents no maintenance problem; wear and breakdown are practically eliminated.

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They are responsible to management not only for supervision of the men working under them, but also for proper control of the chemical processes necessary to the manufacture of leather.

From time to time, Federal labor courts have been suggested, to have jurisdiction over disputes between labor and industry. A bill was introduced in the 80th Congress but not enacted into law, to establish United States Labor Relations Courts with jurisdiction over the interpretation of collective bargaining contracts and labor statutes. It seems doubtful that such courts will be established in the near future, because of the fear of both employers and unions that the area of governmental control in labor relations will become too far extended.

The recent decision of the Supreme Court of the United States

portends a greater participation by the States in labor relations matters. The Supreme Court held that State legislation will be effective, even in cases involving interstate commerce, if it does not conflict with Federal legislation existing at the time, and, therefore, that State legislation of this type restricting or prohibiting closed or union shops is valid.

From a view of the future of labor relations, it appears most likely that unions, like employers, will be held to legal accountability for their collective bargaining agreements and will be subject to reasonable restraints in the public interest.

Collective Bargaining and Profits

It may be anticipated that in the course of collective bargaining unions will be more and more critical of that part of profits which is distributed as wages. Unions now em-

ploy capable economists and statisticians who keep them well advised of business and financial conditions. An early statement of the philosophy of the Congress of Industrial Organizations, pertaining to wages, which philosophy has not changed since that time but rather has acquired added emphasis, appears in "The Dynamics of Industrial Democracy," written in 1942 by Messrs. Golden and Ruttenberg, as follows:

"The economic objective of organized labor is not higher hourly wage rates, but a higher plane of living for workers. Raises in hourly earnings are pursued as a means of redistributing the proceeds of production, of distributing to workers, who make up the bulk of the population, a larger share of industry's income. Thus workers' wage demands, based on the contention that the fruits of industry are divided inequitably between owners and workers, constitute a constant pressure for a larger share of the nation's annual income."

Union demands for benefits other than wages will doubtless venture into new or undeveloped fields. Demands for paid vacations of more than two weeks are already common, and have been granted by some tanners, although such a practice has not become common in the industry. A demand for a guaranteed annual wage or for guaranteed hours of employment has not entered the serious stage of discussion yet, and the apparent reason for this is the peaks and valleys in the leather business; it is, however, a long-range goal of unions.

Demands for more paid holidays and for severance pay may be expected. A shortened work week will doubtless be demanded if and when conditions appear to warrant it. Since it has been determined, in the Inland Steel Company case, subject to review by the Supreme Court of the United States, that pensions are subjects on which an employer must bargain collectively, if requested, unions are now submitting demands for pensions and retirement funds and, where such funds exist already, for the right to participate in a discussion with management of proposed changes in the plan.

Broadened insurance programs are already a union objective. Demands for fringe benefits, a terminology which formerly had reference to less important matters pertaining to working conditions, have assumed major importance. Instead of being minor

(Continued on page 27)

Anecdote by:
Charles M. Proctor

What You Don't See, Ask For



YOU know that old gag—"There are tricks in all trades but ours." Well, what about ours? I remember a neat one that was pulled years ago.

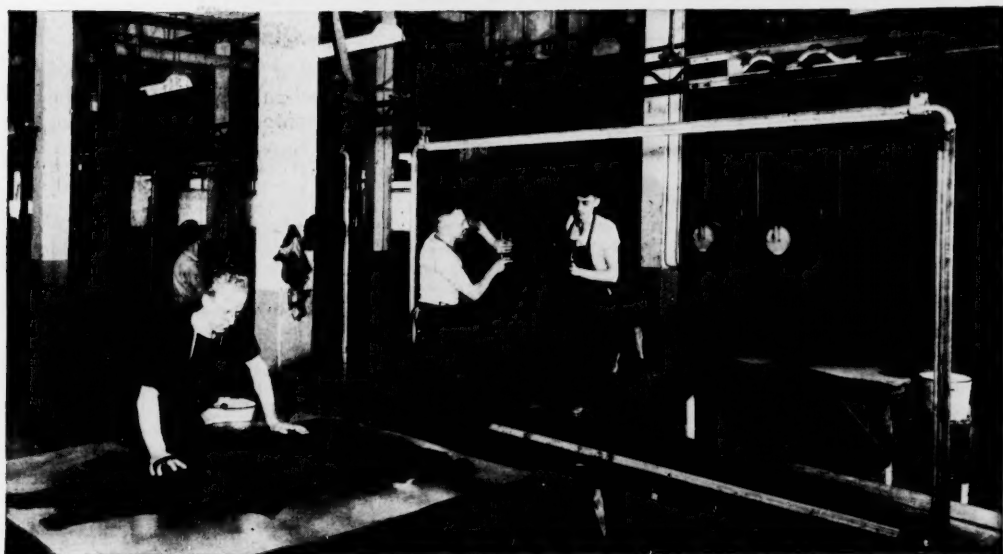
One of the largest tanning concerns thought it would be a wise move to store their leather in a Boston warehouse, rather than at their different tanneries, as it would be more convenient for buyers and thus promote business. It worked nicely for a while, but as the stock piles mounted higher and higher, the sales fell lower and lower. When purchasers saw all that leather, they became skeptical. "What's happening?" they asked, "Market overstocked?" Better wait for prices to drop.

Business went into a tailspin and the manager was nearly at his wits end trying to move that surplus. What to do? Then

—an idea! Gradually, the piles of leather diminished; buying commenced to pick up. Now the formerly skeptical customers feared a shortage and thought they had better buy before prices went up. Business boomed and how that leather disappeared! The manager wore that "cat and canary" smile. His little scheme had worked and he felt that he deserved a pat on the back.

All he had done was to hire another storehouse, put a "NO ADMITTANCE" sign on the door, stored a lot of the surplus leather in this place, then shifted it from one warehouse to the other, according to demand. The whole idea was "to keep 'em guessing." Which goes to prove that you cannot beat good old Yankee ingenuity.

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Pickling with Metaphosphates

C. G. Schneider, Leather Division, Calgon, Inc.

More rapid turnover of stock; economy of a single liquor; reduction of yard losses of tannin; stock-in-process inventory reduced; less space and equipment required.

THE process of drenching hides and skins prior to tanning is one of many phases of the tanner's art whose origin is lost in antiquity. This process, which is still used to a limited extent, consists of treating bated or limed stock with a solution of organic acids, usually obtained by fermentation of bran, the purpose being to reduce the alkalinity of the stock and to bring it to a suitable condition for tanning. The treatment is attended by the danger of acid swelling arising from too rapid fermentation, and the discovery that the addition of salt to a drench liquor prevents dangerous acid swelling marks the origin of the pickling process as practiced today.

Modern Method

The modern method of pickling with a salt and a mineral acid serves two primary purposes; it puts the stock into a uniform condition suitable for tanning, and it makes it possible, by its preservative action, to store the skins for some time before tanning. The vegetable tanner has still another purpose, and that is the removal of stains which would otherwise carry through the tanning process and show up in the finished leather.

If pickled skins are placed in a salt-free liquor the salt will diffuse out of them rapidly and destructive acid swelling will soon result, so in vegetable tanning such stock it is necessary to add sufficient salt to the vegetable liquors to prevent excessive swelling and consequent damage to the skins. This necessary addition of salt has an undesirable effect in many cases in that it causes precipitation of tannins. Some extracts are very susceptible to tannin loss from this cause, therefore they cannot economically be used in vegetable tanning of pickled stock.

Vegetable tannins combine with hide proteins with great vigor at low

pH values, so if pickled stock is placed in a liquor high in tannin the surface layers of the skins soon become so heavily tanned that further penetration of the liquor is obstructed. Also, the difference in the specific volumes of the tanned and untanned portions results in a piping and wrinkling of the grain. To prevent damage of this sort it is necessary to put the skins first into a liquor low in tannin and to increase the strength of the liquor slowly until tanning is completed.

Metaphosphate Method

These disadvantages, inherent in the usual process of pickling with common salt and sulfuric acid, are not encountered when pickling is done with acid solutions of the metaphosphates. In this method a metaphosphate is used, together with a mineral acid to liberate the metaphosphoric acid which then combines with the proteins of the hide. This acid does not cause swelling of hide proteins, therefore salt is not required in the pickle liquor nor in the vegetable tan liquor. This gives the tanner an unlimited choice of tanning materials since it is possible for him to use those which must ordinarily be avoided because of sensitivity to salt.

The metaphosphate used may be either Calgon*, a glassy sodium metaphosphate having approximately the formula NaPO_3 , or ammonium metaphosphate, NH_4PO_3 . It should be noted that the ordinary ortho and pyro phosphates cannot be used for this purpose because the acids derived from them do not combine with proteins in such a way as to prevent acid swelling.

One characteristic of the metaphosphates is their property of forming soluble complexes with iron. This enables them to remove iron stains during the pickling operation more effectively than is possible by the conventional method. Also through this

property, the metaphosphoric acid which leaches from the skins into the liquor during tanning forms complexes with the iron which is present to some degree in all tan liquors. This prevents formation of dark colored iron tannates and as a result the leather is appreciably lighter in color than that which would normally be obtained from the same liquor. That this solvent effect on iron compounds is still active in the wet leather after tanning is evidenced by the fact that stains from shaver dust are eliminated or greatly reduced in intensity.

Two Differences

While the procedure used in the application of the metaphosphate or Calgon pickle does not differ from that used in ordinary pickling, there are two important points of difference which should be noted when considering the process as a whole. First, the stock to be treated must first be delimed thoroughly and washed because of the great affinity of the metaphosphates for lime and calcium salts; lime left in the stock greatly reduces the efficiency of the operation. Second, the stock after metaphosphate pickling should be washed in running water before going into tan to prevent carrying excessive amounts of the pickling materials into the liquors.

When skins are pickled with a metaphosphate and acid, the metaphosphoric acid formed apparently combines with some of the same reactive groups of the protein which are involved in vegetable tanning. The masking of these reactive groups prevents the too rapid combination of the protein with tannins which is the cause of case hardening and grain drawing, thus making it possible to place the pickled stock directly into very strong liquors which penetrate rapidly. As tanning progresses the metaphosphoric acid is gradually dis-

*T. M. Reg.

placed and the reactive groups of the protein then take up tannins, so the final degree of tannage and yield are the same as by other methods.

Briefly, the pickling process itself is carried out by adding Calgon or ammonium metaphosphate to the delimed stock in a drum or paddle, which is run a few minutes until solution is complete, then adding sulfuric acid. The amounts of materials required, based on the limed weight of stock, vary from two percent to six percent of the Calgon or ammonium metaphosphate, and from one-half to two percent of sulfuric acid. The final pH value of the liquor should lie between 2.0 and 4.0, depending on the metaphosphate used, type of stock being processed and method of vegetable tanning to be employed. The time required to complete the pickling process varies from one-half hour for sheepskins to 24-36 hours for sole stock. A fungicide should be added toward the end of the operation if the pickled stock is to be stored more than a day or two before tanning. If the pickling is carried out under such conditions as to give the maximum combination of metaphosphoric acid the stock may be held as long as three months before tanning.

After Pickling

Following the pickling operation the stock is thoroughly washed and is then ready for tanning. If the tanning is done in a drum or a paddle the total amount of extract should be added at one time; if done in a rocker or still vat, the liquor should be from 30° to 90° Bk. when the stock is entered. As examples of the accelerated tanning obtained by this method, calf is completely tanned in a drum in 2-4 hours, in a still vat using a 35° to 40° liquor, in 24-48 hours. Sole leather tanned in a rocker, using a 40°-50° liquor, is struck through in 4-5 days and is completely tanned in from eight days to two weeks, depending on the blend used and the degree of tannage desired.

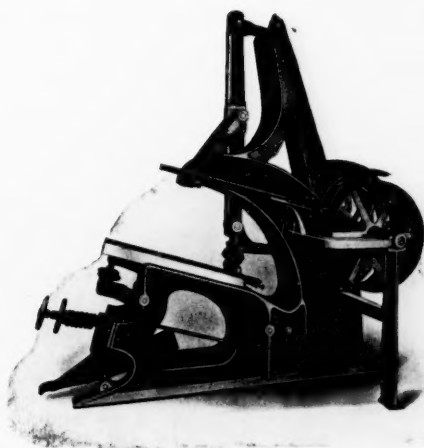
In vat tanning it is not necessary to strengthen the liquor during the period of tanning, although this may be done if desired. Usual practice is to strengthen the liquor to its original tannin content before each pack is entered. The liquors can be strengthened and re-used indefinitely.

The economic advantages of the more rapid turnover of stock obtainable by an accelerated tannage are obvious. In addition there are economies in the use of a single liquor. It is not necessary to handle hides from one vat to another, or to pump

liquors; yard losses of tannin from fermentation, precipitation and sewerage are greatly reduced; the inventory of stock-in-process is reduced, and less space and equipment are required for a given production of leather.

The metaphosphate pickle has been in commercial use for a number of years although it has not been thought of customarily as a pickle. The principle of the process was discovered by John Arthur Wilson, who thought Calgon itself combined with hide and he, therefore, spoke and wrote

of it as the "Calgon tannage". It was later discovered that there was no combination of sodium metaphosphate (Calgon) with hide protein, but that only the metaphosphoric acid derived from the Calgon combined, so it is more correct to speak of the process as the "Calgon pre-tan," a metaphosphoric acid pickle or metaphosphate pickle. Regardless of the nomenclature, however, many tanners can attest to the distinct benefits to be realized from the adoption of this comparatively new development in the technology of tanning.



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Depilation

By Paul I. Smith

Depilation, the next process after soaking, makes use of several new chemicals. For well over a decade the tanner has relied upon sodium sulphide, arsenic sulphides and lime as depilatories. These have served his purpose, although not without some criticism, particularly as regards the tendency of sodium sulphide to induce excessive swelling of the skin and to leave the flanks flat and empty. The faults attributed to sodium sulphide are, in the main, due to its high alkalinity which is responsible for an uncontrolled swelling effect.

The leather chemist has long recognized the desirability of independently adjusting the sulphide and alkali strength of unhairing solutions and pastes. A comparatively new chemical, sodium sulphhydrate, makes it possible to reduce the alkalinity of the depilatory without reducing the desired sulphidity required for efficient and economical unhairing action. Minimum plumping can be achieved by the use of sodium sulphhydrate and lime and it is possible to obtain any required degree of plumping by adding caustic soda to the sulphhydrate, this being generally preferable to the direct use of Sodium sulphide. It will be realized that by adding caustic to Sodium sulphhydrate, sodium sulphide is formed; theoretically it requires 24 lbs. of flake caustic (76% Na₂O) to convert 100 pounds of sulphhydrate (33⅓% NaHS) to sulphide. These quantities of caustic and sulphhydrate will make 75 lbs. of double-strength sodium sulphide (62%).

Sodium sulphhydrate comes to the tanner in the form of light yellow-coloured flakes (70-72% NaSH) in drums containing 90 and 350 lbs. or solution form (33⅓% NaSH) in drums of 55 gallons capacity. The advantage of the solution form is that it is ready for immediate use.

Advantages

The following are the main advantages of sodium sulphhydrate:

1. The tanner is able to adjust independently the sulphide and alkali strength of solutions.
2. With a sulphidity equal to that of sodium sulphide there is only half the alkalinity.
3. Without changing sulphidity,

alkalinity can be increased by the addition of caustic soda or sodium sulphide.

4. By use of combinations of sodium sulphhydrate and lime a leather can be produced which is tighter and of smoother and finer grain than it is possible to obtain by use of sodium sulphide.

5. The cost of dehairing with sodium sulphhydrate is considerably less than with crystal sodium sulphide, 100 lbs. of sulphhydrate being equal to 150 lbs. of crystal sulphide.

6. Sodium sulphhydrate contains less free iron than sodium sulphide and with this newer chemical there is less chance of stains being caused in tanning than by use of the more usual depilatories.

Dehairing

When considering the use of sodium sulphhydrate for dehairing, it is important to realize that when used alone it is not satisfactory owing to its low pH. Depilatories which are satisfactory in every way can be made either by using a mixture of sulphhydrate and lime or employing a small percentage of sodium sulphide in the aqueous solution of sodium sulphhydrate.

There is evidence to support the view that sodium sulphhydrate can replace arsenic sulphide without sacrificing quality in the "handle" and appearance of the finished leather. Arsenic sulphide has always been highly esteemed by tanners owing to its ability to produce a tight silky grain. This it achieves because no caustic alkali is formed and there is a large amount of soluble calcium passed into solution.

A useful depilatory assistant is sodium tetrasulphide which is available as a clear, dark red 40% solution of Na₂S₄ in water. It is usually sold in 55 gallon drums containing 600 lbs. Although generally considered to be a soak chemical rather than a depilatory, sodium tetrasulphide is of special interest for the softening of sun-dried skins where ordinary soaking has not been able to achieve the required degree of breaking down. One method is to drum the goods in a 0.3% solution of sodium tetrasulphide for half an hour and then to soak the skins in

the depilatory solution. With this new chemical a fifty percent reduction in soaking time is common; moreover, hides are cleaner.

Calcium hydrosulphide is an interesting new addition to depilatory chemicals, although its action is well known to users of arsenic sulphide since the unhairing solution made by reacting arsenic sulphide with lime has, as its active constituent, calcium hydrosulphide. The outstanding property of the hydrosulphide is its ability to accelerate the unhairing action of a lime liquor without at the same time increasing the plumping of the collagen. For glaze kid there are obvious advantages to be gained by the use of lime and calcium hydrosulphide. Practical tests have shown that the rate of unhairing increases with the concentration until the resulting decrease in the solubility of the lime causes the pH to fall below 12.0.

Methylamines

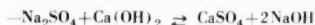
The methylamines are of interest for unhairing, particularly for depilation of sheepskins, as they cause more splitting up of the fibres and produce exceptionally fine grain. The rate of unhairing decreases in the following order:

Sodium sulphide > monomethylamine > dimethylamine > trimethylamine > lime alone.

The methylamines can be recommended for consideration by tanners specializing in gloving and fine upper leathers where the grain is required to be smooth and flat.

Due to the research work carried out by E. R. Theis and M. O. Ricker, as well as Marriott and others, tanners have shown some interest in the claims of sodium sulphate, sodium sulphide and the cyanides.

Sodium sulphate, which is available in the anhydrous and crystal forms (Glauber's Salt), is a fairly cheap chemical. It is sold either in paper bags or barrels. The sharpening of sodium sulphate when added to lime liquors is due to the formation of free sodium hydroxide, thus



On the other hand, E. R. Theis and M. O. Ricker found out that the pH value of limes, to which have been

added sodium sulphate, is not materially changed but that upon the contrary, the dissolved calcium is markedly increased, this being due to the increased solubility of calcium sulphate as the result of common ion effect. From evidence accumulated as the result of research and practical trials it would appear that sodium sulphate is of doubtful practical value, and not as good or economical as sodium carbonate or soda ash.

Sharpeners

Sodium sulphite is suggested by some authorities as a useful sharpener and has the power to increase the pH value while depressing the dissolved calcium.

Sodium sulphite, which is available in anhydrous and crystalline forms, is freely soluble in water, the anhydrous salt dissolving to the extent of 13.9% in cold and 28.3% in boiling water and the crystalline in 34.7% in cold and 67.8% in hot water. An unhairing liquor made up with 10% hydrated lime and 4-6% sodium sulphite is claimed by E. R. Theis to be an excellent unhairing liquor for skins to be made into suede leather.

The addition of sodium sulphite to solutions of sodium sulphide or

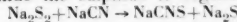
sodium sulphhydrate produces a markedly increase in depilatory action.

Sodium cyanide is a new tannery chemical which may one day find a use for unhairing. It has, however, the great disadvantage of being extremely toxic and this makes its application hazardous.

Although the cyanides as a class have unhairing properties they are more useful as additives to sulphides and sulphhydrates. Vago, Stiasny and Festschrift point out that the sulphide or sulphhydrate ions in conjunction with the OH^- ions act upon the disulphide linkage



and then through the action of the cyanide the sulphide is regenerated



Theis and Ricker point out that the reducing properties of the cyanide also act upon the disulphide linkages of the hair and the Keratin.

Other Chemicals

Sodium cyanide, which is a white crystalline substance, is soluble in cold water and very soluble in hot water. It is necessary to ensure that workers handling the crystals or solutions are adequately protected by use of rubber gloves. When making up concentrated cyanide liquors using

hot water the workers must take all precautions not to inhale the fumes as these are highly toxic.

Noticeable progress has not been made in the use of sodium thiosulphate, which although it increases the potential alkalinity of lime liquor and accelerates unhairing does not have such a marked effect as other sharpening agents.

Calcium thioglycolate promises to assume importance as a depilatory agent as it does not exert any undue swelling action on the skin proteins. On the hand this chemical is somewhat unstable and gradually decomposes to form calcium carbonate which is, of course, insoluble. Calcium thioglycolate is a white crystalline powder soluble up to 27% in hot water and 7% in cold water.

Appraising Depilatories

The main considerations which the tanner should bear in mind when assessing the value of new chemical depilatories may be summarized as follows:

1. Are the advantages over sodium sulphide substantial and adequately supported by authoritative proof?
2. Does the new depilatory supersede sodium sulphide or merely re-

(Continued on page 29)

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Foreign News And Markets

India-Pakistan . . .

The division of India and Pakistan has caused heavy losses in hides and skins which deteriorated in transport from Pakistan to India. Transport bogged down due to the mass exodus of Hindus from Pakistan to India, and Moslems from India to Pakistan.

The cost of living in India has soared 275 percent above prewar. Tannery workers are receiving almost four times prewar wages, but present wage levels are still depressingly low.

Fodder is drastically scarce for the enormous numbers of cattle. As a result, 50-70 percent of the herds are useless. The Indian tanning industry consists mostly of village shops, with primitive methods predominating. However, since establishment of the Central Leather Research Institute in 1944, designed to help smaller firms, more modern methods are slowly coming into use.

India is now tanning about 78 percent of its cattlehides, 90 percent of its buffalo hides, 94 percent of the sheepskins, 20 percent of its goatskins. About 10 percent of this finished or semifinished leather is exported, the rest domestically consumed. Indian tanners hope soon to tan all of the domestic hides and skins, exporting only finished leather. The chief objective now is to set up more kid tanneries to consume the vast amounts of goatskins available.

Annual production of cow hides in India amounts to 20,000,000; buffalo hides, 5,700,000; goatskins, 27,500,000; sheepskins, 17,000,000. Despite the partition of India and Pakistan, India continues to have the largest livestock population in the world. As a result of the partition, one-sixth of the bovine population, and one-eighth of the goats and sheep are now in the Pakistan area.

The Province of Madras distributes about 20 percent of the cows, 25 percent of the buffalos, 25 percent of the goats, and 50 percent of the sheep in India. The province is also rich in tanning materials. Of the rawstock exported from India, 95 percent of the hides and 85 percent of the skins are shipped out from Madras.

India has eased export controls on some types of hides and skins to hard-currency countries. The quota is now 2,000 tons of lightweight hides and 150 tons of sheepskins. These were formerly prohibited. Exports of heavy hides and goat and kid skins are not prohibited. Only about 20 percent of India's hide production comes from slaughterers, 80 percent from fallen animals (though this is not applicable to Pakistan where religious objections to animal slaughter do not exist). Due to the movement of Moslems from India to Pakistan, the number of cow slaughters in India will decline even further, leaving almost all of the available hides from

fallen animals only. These hides are usually of poor quality. Moreover, the flaying of these animals is poor.

It is estimated that India produces 40,000,000 goat and sheep skins yearly—exclusive of Pakistan. Of these, 23,000,000 are processed by Indian tanneries or village shops, leaving about 17,000,000 goat and sheep skins for export. The organized Indian tanners, however, intend to constantly reduce the number of raw hides and skins available for export by increasing domestic consumption of rawstock.

About 400-500 tons of industrial leather belting is processed in India annually. Much of the leather belting is imported, but by improving the quality of domestic belting it is hoped that imports will be cut by 75 percent.

Tanners are planning to organize a quality control and standards program for their leathers. The Indian government is making an effort to improve curing methods of hides and skins for export. It has stopped the issue of bittersalt and inferior earth salts for curing purposes. The government is also planning large-scale plantings of wattle and avaram stands to make the country more independent of imported tanning materials.

Largest shoe center in India is Batanga—a Bata enterprise started in 1931 and now having about 7,500 factory workers. The factory consists of 18 buildings, produces 20 percent of all India's footwear. The shoes are sold at moderate prices. It also produces shoe polishes, lasts, chemicals and other shoe supplies, plus shoe machinery. The factories and housing conditions are among the most modern in Indian industrial centers. Bata has its own large retail chain outlets (748 stores) employing over 3,000 people. Shoe prices are low, are marked on the sole, sold at the same price all over India. The stores are modern, and some have even a modern chiropodial service for customers. In 1947 Bata produced 11,336,000 pairs of rubber footwear, 3,771,000 pairs of leather shoes.

India now imports only about 10,000 pairs annually, as compared with over 4,000,000 pairs in 1937. It formerly exported no footwear, but now exports over a million pairs annually. Village peasants comprise 80 percent of India's population. Shoe consumption hence is only about one-sixth of a pair per capita a year. Total shoe production for both India and Pakistan is around 85,000,000 pairs annually. Many of these are made by hand, but more mechanization is being introduced.

The Pakistan government is planning a vast expansion of its small tanning industry, along with the shoe industry. Incentive is the enormous amount of raw materials available in its territory. It has set up a Leather Trades Federation

for this purpose. It is already seeking and buying tanning machinery, equipment, plants, chemicals, etc.

The Federation has set up a five-year program of development and expansion for the industry. According to the plan, Pakistan will have within the five-year period, 10 tanneries producing 20,000 tanned skins and 2,500 tanned hides a day, plus other smaller tanneries and cottage industries. At present there are seven tanneries with capacity of more than 200 hides a day, and with a total monthly production of 19,000 hides for upper leather and 113,000 buffalo hides for sole leather. There is only one large-scale shoe factory—Bata, in Lahore, producing 433,000 pairs of canvas shoes and 125,000 pairs of leather shoes a month. Four other factories combined produce 7,000 pairs of shoes a month. The government is planning to erect the Pakistan Tanneries, Ltd., largest and most modern leather plant in the country. It will make a complete line of leathers, will have capacity for manufacture of 10,000 square feet of light leathers and 5,000 square feet of heavy leathers daily. The plant will be air-conditioned for the manufacture of glues and gelatin, with a production capacity of two tons a day of products made from tannery waste.

In the Pakistan five-year plan there is a proposal to impose a duty of 40 percent on imported shoes and leather goods from India. By the end of 1950 the government expects its leather industry to be producing enough leather to take care of domestic needs and some extra for export purposes—enough to supply the full needs of Iran. By the end of 1952 it hopes to have established strong export markets in the Middle East and elsewhere.

South Africa . . .

South African hide and skin exporters are showing anxiety about declines in sales to the U. S. The value of hides and skins imported into the U. S. in 1947 was \$2,412,000, in 1948 it declined to \$2,041,000. It is expected that 1949 will show another appreciable decline. The drop in sales of cattlehides, goat and sheep skins is attributed to two chief factors: internal demand for hides, limiting the amount.

There has been a scarcity of desired hides and of sole and upper leathers. Tanners have been operating at low levels of production due to raw materials shortages. However, of late, the hide and skin supply situation has improved substantially and tannery production is now at wholesome levels, with promise of holding well through 1949. Prices are expected to stay at about current levels. Tanners are receiving 94,000 hides and skins monthly, in addition to 40,000 goatskins. However, there is still a demand for better quality hides, though with little promise of obtaining them. Though tanners are busy, due to lack of uniform delivery of hides and skins they are having trouble keeping uniform production. There are good supplies of medium and lightweight hides and of tanning materials. Because South African hides are frequently of poor quality, tanners depend upon imports, but the latter are restricted by import duties. Tanners have had difficulty removing or reducing such duties. A new tannery, the largest in South Africa, was recently opened, will employ 200. The poor quality hides are due chiefly to

careless flaying methods caused by antiquated machinery and equipment in slaughterhouses.

There is a serious lack of cost accounting methods in the tanning industry. Raw materials account for 50 percent of tannings costs. As a result, profits are in constant risk due to cost-price fluctuations during the lengthy period required for processing of hides and skins. Only recently have tanners begun to make profitable use of hide and skin by-products which were previously discarded as waste. Of all the tanneries, seven have chemical laboratories, nine employ leather chemists, and 113 use some sort of chemical control.

For 1949 the Leather Controller is keeping leather prices unchanged. Tannery workers recently received a five percent wage increase.

Each tanner is granted export permits to a maximum total of 10 percent of his monthly production—except in cases where the shoe manufacturers trade association finds that such leathers are not domestically required. Fairly large amounts of leather have been exported at prices higher than those obtainable at home. Shippers may export 40 percent of their dry hide supply. Domestic tanners must receive 75 percent of the wet-salted hides, the rest to be exported. Of the goat and kid skins, one-third are retained, two-thirds available for export. Import controls began on June 30, 1949. All imports not on the prohibitive list will require permits. This is designed to preserve the exchange resources and not to "protect" home industries. It will be temporary.

The dollar shortage has been affecting the importation of tanning materials.

Footwear prices are frozen at the Feb., 1949, level. This applies to manufacturers, wholesalers and retailers. The outlook is good for shoe production over the next six months, with orders fairly healthy. There is a ban on footwear imports in the low and medium grades. Improved leather deliveries are helping shoe manufacturers to increase output. Between 1925-39, output of leather footwear increased 6.4 percent a year, while consumption increased 3.7 percent. This has been largely due to a steady decline in shoe imports.

Production of canvas shoes has declined while leather shoe output has increased. This is partly due to the improved living standards of colored native workers which comprise about 70 percent of the population. About 14,000 workers are employed in the shoe industry, concentrated in five main production areas. This labor force is comprised of about 25 percent white males, 23 percent white females, 47 percent colored males, and four percent colored females.

Plans are under way for new shoe factories, as well as expansion plans for a number of the 90 plants now in operation. In 1946, six of the 90 produced 500,000 pairs of leather shoes, and 39 factories each produced between 50,000 and 200,000 pairs.

Morgan . . .

(Continued from page 20)

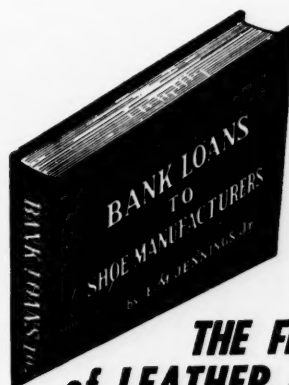
off-shoots of collective bargaining, demands for fringe or social benefits may become even more serious than

demands for wage increases. Such social benefits as pensions and insurance coverage obviously will be affected by the extent to which the Federal or State laws provide similar benefits.

The change which is taking place in the conception of collective bargaining from one which held that bargaining on "wages, hours, and other conditions of employment" related only to matters arising out of conditions existing during working hours, is shown in the decision in

the Inland Steel Company case, above mentioned, where the National Labor Relations Board stated:

"... we are convinced that the term 'wages' as used in Section 9 (a) must be construed to include emoluments of value, like pension and insurance benefits, which may accrue to employees out of their employment relationship. This is an inseparable nexus between an employee's current compensation and his future pension benefits."



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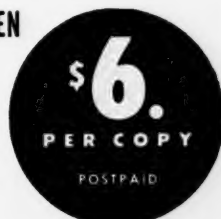
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SPOT News

Massachusetts

● Daytimer Shoe Co. has announced that it is moving its offices and warehouses from North Adams to 69 Hammond St., Worcester. The new and enlarged facilities in Worcester will be co-ordinated with their Rasmusen Shoe Co. factory, manufacturing Saddle-Master shoes. The move will be completed after July 1.

● Hill Bros. Co., Hudson's oldest shoe manufacturers, celebrated its 30th anniversary this month. The firm, founded in 1919 by four brothers, Lawson T. Hill, president; George A. Hill, treasurer; Clark B. Hill, now retired; and Richard C. Hill, vice president; makes men's wets.

● The June 11 issue of L&S incorrectly placed Nashua Slipper Corp. in Lynn. The firm is located at 60 Island St., Lawrence.

● Herman Chaves, former treasurer of Pla-Moc Shoes, Inc., Lynn moccasin manufacturers, is reported to have withdrawn from the corporation. Bernard Goldberg is new treasurer and clerk and Louis Purash continues as president.

● The Joseph T. Wood Co., shoe plant at Ware, Mass., will close June 30 for the month of July, due to a lack of business. Some 200 to 300 workers will be laid off for the month.

New Jersey

● American Randak Corp., Camden, is now making genuine alligator and ostrich leathers for top quality shoes, bags and personal accessories. Adolph Dreher, president, reports that the recently completed tannery at Camden is equipped with the latest machinery and will soon be adding other specialties to its line. The entire Randak line which includes gold and silver kid is distributed solely by the Dreher Leather Mfg. Corp., New York City.

New York

● D. Armstrong & Co., Inc., Rochester manufacturer of women's shoes, and William F. Washburn, the firm's president, have been named defendants in a suit for alleged patent infringement filed at Buffalo in Federal District Court. Anthony Ruggiero, former company employee, is plaintiff, and charges the defendants with infringing on the patent of a flexible sole shoe which he invented.

● Geo. Laub's Sons, Buffalo sole, strop and harness leather tanners for the past 103 years, has developed an inexpensive colored leather for beach

sandal uppers and "occasional" shoes. George A. Laub, senior partner, reports the leather has been well received and the firm may even get into other colored leather specialties.

● G. Levor & Co., Inc., Fulton County tanners, is constructing a new three-story building in Gloversville. The structure will house office and shipping facilities and adjoins the firms present plant.

Delaware

● E. I. du Pont de Nemours & Co., Wilmington, has filed with the Delaware Secretary of State an amendment of the certificate of incorporation of the company whereby each share of common stock of \$20 par value was split into four shares of \$5 par value common stock. Holders of \$20 par value stock may exchange them for the new shares.

Washington, D. C.

● Leather exports by the U. S. in April were valued at \$2,100,000 as against \$3,800,000 in Mar. and \$1,500,000 in April, 1948. Leather imports were valued at \$1,100,000 in April, \$1,200,000 in Mar., and \$1,700,000 in April, 1949. Imports of hides and skins were valued at \$5,400,000 with \$5,500,000 in Mar. and \$8,100,000 in April, 1948.

● Total Federal inspected slaughter in May was 1,024,754 head as against 995,939 head in April and 867,927 head in May, 1948. Inspected slaughter for the first five months of the year totals 5,242,702 head, a gain of four percent over the same period a year ago. Weight of steers slaughtered during the first four months is reported the highest in ten years.

● The Commerce Dept. reports that the United Kingdom during the first quarter of 1949 exported 119,272 dozen pairs of shoes, a drop of some 58,833 dozen pairs from the first quarter last year.

● Secretary of Defense Louis Johnson has announced completion of a joint set of rules for use by the Army, Navy, and Air Force in the renegotiation of military contracts to recapitulate excessive profits.

● The Soviet shoe industry is now producing high quality women's shoes from sealskin and walrus hides, it is reported. Experimental work is being done now on whaleskin.

● Oesterreichische Leder-Zeitung in Vienna will publish a special Jubilee edition on the occasion of the 75th anniversary this fall of the Vienna experimental leather laboratories.

● April output of leather consumed 1,906,000 cattlehides as against 2,158,000 cattlehides in March, according to the Tanners' Council.

● The Bureau of Agricultural Economics of the Agriculture Dept. recently declared in a report on the "demand and price" situation that production of leather goods in April was down 16 percent from a peak level of production reached in 1946.

Virginia

● Virginia Shoe Co., Fredericksburg, has added a line of sub-teen shoes made on a newly-developed last and a new line of cement shoes. The lines are named Play-Poise Sub-teens and Play Poise Silhouettes. The firm recently opened branch offices in Los Angeles and Seattle to cover California, Oregon and Washington.

Michigan

● Dow Chemical Co., Midland, has registered with the Securities and Exchange Commission an offering of 75,000 shares of common stock. The firm said the securities are being sold by the estates of Willard H. and Martha L. Dow. Smith, Barney & Co., New York, is listed as principal underwriter. Public offering price and other terms will be filed with the commission by amendment.

Missouri

● Orders for approximately 60,000 pairs of shoes are now on hand at the Johnson, Stephens and Shinkle Shoe Co., factory at Rolla, according to Homer Ralston, Sr., superintendent. The plant recently returned to normal production with 2,000 pairs going through the cutting room daily. About 300 workers are on the job at present and Ralston expects this number to reach 500-600 very shortly. A goal has been set of 2500 pairs daily.

● Production at the Moberly plant of Brown Shoe Co. will be increased from current output of 8820 pairs daily to 1000 pairs daily, according to Superintendent R. H. Polson. The plant now has 826 workers.

Tennessee

● J. W. Carter Co., men's welt shoes manufacturers, has consolidated four sales divisions into one bearing the firm name. Divisions consolidated under the Carter name include King Shoes, Inc., Ross, Inc., and the Kelly Kid Line.

Illinois

● Lifschultz Fast Freight has reduced freight rates up to 27 cents per 100 lbs. on leather transported between Chicago, Philadelphia and New York. A cut of four cents per 100 lbs. has been instituted on sole leather, or tough bellies, including curried leather or sole cut stock, soles, heels, rough splits, taps, counters and welting.

● The Shoe Travelers' Assn. of Chicago has announced that it will hold an extra showing at the Morrison Hotel on June 28-30. Close to 175 lines will be shown in order to help retailers complete their fall buying.

Wisconsin

● Creditor's committee of Carl W. Herbst, Inc., Milwaukee footwear manufacturers, is reported to have recommended acceptance of a 25 percent cash settlement offer.

PERSONNEL

▲ It is reported that Frank Riley is no longer selling for Norrwock Shoe Co., Norridgewock, Me., division of Shoe Corp. of America.

▲ William Fay is now selling for Gilbert Freeman, Inc., Boston. Fay, formerly a shipper in the firm, will cover part of New England.

▲ David B. Fleming, Jr., president of D. B. Fleming & Sons and Fleming-Joffe, Ltd., recently celebrated the completion of his 60th year in the "swamp" at a gathering of his associates and employees. Fleming began his leather career at the age of 12 when he joined his father, D. B. Fleming, in making fine harness leather in New York. The younger Fleming organized Fleming-Joffe, Ltd. in 1933 with Morris Joffe. The firm manufactures reptile leathers.

▲ Herbert N. Lape, chairman of the board of directors of the Julian & Koenig Shoe Co., Columbus, Ohio, was named the recipient of \$15,000 and \$3,000 in the will of the late William A. Julian of Washington and Cincinnati, treasurer of the United States and one of the founders of the shoe firm. Lape will receive the smaller sum only, however.

▲ Edgar E. Rand, vice president of International Shoe Co., has been appointed vice chairman of the Large Firms Division of next fall's annual Community Chest campaign in St. Louis. William M. Rand, president of Monsanto Chemical Co., was also named to head one of the division's groups.

▲ J. Handley Wright, director of public and industrial relations for Monsanto Chemical Co., has been appointed to a newly created advisory board established by the American Chemical Society News Service. The 12-man board will advise the new service in conducting the public relations of the society, said to be the world's largest professional association of scientists.

▲ B. Harrison Cort, president of Stacy-Adams Co., Brockton, has been elected a district governor of Rotary. Cort is past president of the Brockton Chamber of Commerce, a director of the National Shoe Manufacturers Assn., and past president of Associated Shoe Industries.

▲ Gerritt Weston has been appointed sales promotion manager of the general products division, U. S. Rubber Co. He replaces Robert D. Stuart who resigned from the firm. Weston will supervise advertising, displays and dealer promotions for the company's line of soles and heels, golf balls, and various other products.

▲ Louis Isenberg is now New England sales representative for M. J. Saks Shoe Corp., New York wholesale firm. Isenberg was formerly in the mail order shoe business and has his offices at 109 Lincoln St., Boston.

Smith . . .

(Continued from page 25)

place a large percentage of it?

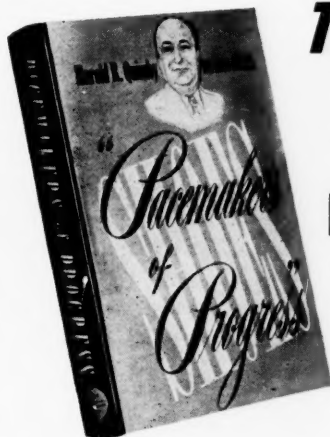
3. Will the depilatory deteriorate on storage?

4. Is it toxic, evil smelling or have special precautions to be taken when using it?

5. Does the new chemical involve a complicated technique and employ-

ment of further chemicals? The tanner is not favourably disposed towards processes requiring special care or involving two or more operations. He knows from experience, often bitter, that these are hazardous and expensive.

If the answers to these queries are in the affirmative then obviously there is a good deal to be said against the employment of the depilatory, no matter how effective it may be in use.



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Leather MARKETS

Market continues to level off. Despite fairly tight rawstock situation, leather prices slightly easier than week ago. Heavy demand for large suede splits but supply limited. Russets, side leathers, and suede active.

Sole Leather

Boston sole leather market continues fairly active. Tanners find good demand for low price women's soles. Light bends not too plentiful. Because of shortage, some tanners ask and get a cent or two more than last week. Volume sales reported at 62-63c. Mediums and heavy bends draw less interest.

Light Bends: 61-64c
Medium Bends: 58-61c
Heavy Bends: 58-61c

Philadelphia sole tanners report that although hide prices have eased this doesn't seem to affect sales too much. Buyers are price conscious and 1/2c doesn't seem to make much difference. Prices, for the most part, haven't changed in the past three or four weeks and the market picture in this period has remained about the same. Bellies are selling at approximately 32c and heads at 20c while shoulders continue at unchanged prices. Prices are firm in factory leathers, with light leathers mostly in demand. Factory bends are currently selling at 64c for light weight, 62c middle and 62c for heavy. Finding bends are not going well. Repair

leather continues in a slump with many reasons being given; most of the blame is laid on the use of composition.

Sole Leather Offal

Boston offal dealers report fairly steady demand this week. Small lot buying for replacement is now verging into larger orders as manufacturers get busy on fall cutting. Fair demand for light bellies. Buyers find they can get prompt delivery. Most sales made at 31-32c. Steer bellies just a bit slower; volume sells at 33-34c. Single shoulders with heads on still scarce; up to 40c paid for lights, up to 41c for heavies. Some advances noted in double rough shoulders with buyers showing active interest. Heads fairly active, bring up to 19c with buying range concentrated around 16-18c. Fore shanks still short. Hind shanks not too active.

Bellies: Steers, 33-35c; Cows, 31-32c
Single shoulders, heads on: Light 41-46c; Heavy 38-41c
Double rough shoulders: 48-55c
Heads: 16-18c
Fore shanks: 22-25c
Hind shanks: 25-27c

Welting

New demand for regular Goodyear welting remains fair to good with prices firm. Today's asking prices for 1/2 by 1 1/2 inch stock is 73c and this is usually obtained. Specialty welting continues in excellent demand. Synthetic welting enjoys widespread demand among makers of

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
Calf (Men's HM)	95-1.15	95-1.15	92-1.05	1.30-1.48
CALF (Women's)	80-1.02	80-1.02	90-98	1.40-1.48
CALF SUEDE	1.00-1.15	1.00-1.20	1.00-1.30	1.45-1.90
KID (Black Glazed)	45-65	45-65	60-85	70-90
KID SUEDE	45-65	45-65	60-90	70-90
PATENT (Extreme)	48-56	48-56	50-60	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	55-59	53-58	60-63	70-75
EXTREMES (Corrected)	46-53	45-52	50-54	60-65
WORK ELK (Corrected)	44-49	44-49	48-51	56-60
SOLE (Light Bends)	61-64	61-63	78-80	90-95
BELLIES	32-35	32-35	39-41	44-47
SHOULDERS (Dble. Rgh.)	49-54	49-54	63-65	77-80
SPLITS (Lt. Suede)	37-43	37-43	38-42	41-45
SPLITS (Finished Linings)	20-23	20-23	23-25	27
SPLITS (Gussets)	18-19	18-19	20-21	21-22
WELTING (1/2 x 1/8)	73 3/4	8 1/4	10	11-11 1/2
LIGHT NATIVE COWS	23 1/2-25	24 1/2-26 1/2	30 1/2-31	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

cheaper welts. Stitchdown welting, both leather and synthetic, is active.

Calf Leathers

Tanners report little change in Boston market this week. Demand still heavy for women's weights at 60c and down but supply is short. Less interest above 60c; buyers still feel emphasis for fall will be on volume priced shoes. High colors continue to move well; burgundy, green, red and blue are popular. Prevailing interest in men's weights concentrated on better grades up to \$1.15 but supply is limited and buyers have to dig to fill requirements. Suede sells moderately at \$1.00 and down. Little change here. Heavy brushed leather, active, especially at 4 oz. weight. Best sales made at \$1.05 and down.

Men's weights: B \$1.10-1.15; C \$1.05-1.07; D 85-99c; X 75-95c; XX 60c
Women's weights: B 88c-\$1.02; C 83-97c; D 78-89c; X 68-81c; XZ 55-65c
Suede: \$1.10-1.20; \$1.03-1.10; 90-93c

Kid Leathers

Philadelphia kid leather tanners report the market dull. The only thing going well is black suede. There has been increased demand for brown in the past week or two and there is even some call for bronze shades. Burgundy has been ordered for fall cuttings and there is indication that dark gray may be fairly popular. Only cheap suedes are selling. Not only New England shoe manufacturers but even those in the Middle West buy the cheapest suede they can get. Prices run 50c and down. Tanners cannot sell very much at a higher price.

There is not much demand for glazed. Manufacturers are still making multi-colored shoes for summer, and there may be some multi-colored glazed shoes manufactured in dark colors for fall, but this is mostly in the talking stage. Prices in glazed also run low; they parallel the suede prices.

Slipper leather is selling well but manufacturers will not buy anything over 50c and some buy cheaper grades at 40c down to 35c. Beside the perennial brown, most popular colors are wine, blue and red.

Linings are still slow. Some manufacturers are turning out unlined shoes; others are using composition or sheepskin. Crushed is dead and satin mats are hardly selling.

The rawskin market remains as firm as ever. Tanners cannot seem to make a dent in the prices and are not optimistic about any change in the near future.

Boston kid tanners continue to find slow going, see little to encourage them for coming weeks. Sales are few and far between. Prices, as a result, are soft. Buyers still actively seeking kid suede in grades below 50c, find far less than they need. Little interest shown above 55c. Glazed moves slowly with better sales made between 35-60c. Tanners often forced to sell under quoted prices because of heavy accumulation. Slipper kid sells in small quantities as manufacturers show interest in brown, green and burgundy. Linings not very active; tanners ask up to 40c, sell little above 30c.



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Sheep Leathers

Boston sheep leather market continues in good condition. Most tanners report good steady sales all around. Shortage of domestic and foreign rawstock holds prices steady. Shoe linings active; pastel pinks, blues, greens and reds in good demand. Volume sales reported at 17-21c. Boot linings sell well at 22c and down; heavy boot linings quoted up to 24c. Vegetable and chrome linings in demand by slipper manufacturers who find their stocks low, rush to place orders. Most chrome sales made at 26c and down; grains slow.

Russet linings 22, 20, 18, 16, 12, 10c.
Colored vegetable linings: 22, 20, 18, 16, 14.

Hat sweat: 26, 24, 22, 20c.
Chrome linings: 28, 26, 24.
Garment suede: 26, 24, 22c.
Garment grains: 22, 20, 18c.

Side Leathers

Boston side leather market levels off slightly from previous weeks. Slightly weaker hide market reflected in somewhat softer leather prices. Tanners still quote prices of previous weeks, but are more willing to sell for a cent or two less. Manufacturers continue active buying, however, as they prepare for fall run on popular priced footwear. Heavy aniline extremes move well at 58c and down. Short supply of corrected kips keeps prices steady and buyers interested. Standard tannages sell well at 59c and down. Good demand for work elk; sales made up to 49c.

Heavy Aniline Extremes: B 54-58c; C 50-52c; D 45-48c; X 40-42c
Corrected Kips: B 55-59; C 53-57; D 51-54; X 45-47c
Corrected Extremes: 46-52; 44-50; 42-48; 39-42c
Corrected Large: 45-49c; 43-47; 41-45; 37-41
Work Elk: 44-49; 42-47; 40-45; 38-43

Splits

Tanners report split market still strong and active. Few signs of slackening demand evident. Manufacturers trend to lower priced shoes bids fair to keep split tanners happy for some time. Black and brown suede very popular. Shortage of women's large suede splits, 4 ft and up, finds buyers rushing to fill needs. With so many large pattern shoes being cut, the demand is for large spread splits. Smaller splits find going much slower. Finished linings fairly active, bulk of sales made around 22c. Fair demand for work shoe at 30c and down. Retan sole splits in demand between 30-40c, depending upon weight and trim, but the supply is limited.

Light suede: 36-43; 34-41; 32-38
Suede heavy: 44-47; 42-44; 39-41
Retan Sole: 40, 38, 35, 33, 30
Finished Linings: 18-20; 20-23; 22-25

Belting Leathers

Belting tanners report the market quiet. The picture has not changed in the past three weeks and prices remain static. No special weight seems to be popular.

Welting is quite good at this time. Even factories which use composition soles seem to use leather welting, and the situation has improved. Welting sells at approximately 8c for the most part.

Curriers say that things have picked up a little in the past week. Orders are coming through from New England and prices remain firm. Waist belting is doing fairly well with some large orders being received from the South. Manufacturers are accepting the prices set by curriers who are able to do business at their own prices. It is expected, however, that things will be very quiet the first two weeks in July since in many places only a skeleton staff will be kept on to keep the tanneries open, but there will be no actual production during that period unless unusually heavy business materializes, which is not anticipated at this time.

Glove Leathers

There is no pep in the leather business in Fulton County. Glove manufacturers are cutting their own inventory and buying only fill-ins. In the absence of any general demand, prices are hard to pin down. Men's grey suedes are offered at 30c for a good table run made on South American skins. A straight second grade sells for 24c and a straight number one brings up to 40c.

One dealer is quoting pigskins at 92c, 82c and 72c for the ones, twos and threes and a price of 68c for a mill run with the low grades out. However most sales of pigskins are made on a "lot" basis with the price arrived at after some spirited haggling. Cabrettas are steady at the last quoted prices. Mochas are extremely scarce and will vanish completely before many months. Due to the uncertainty of the labor contract, Mocha mills stopped soaking about the middle of May.

The past week in the Midwest has shown from steady to firmer prices. In the LM weights of glove splits, prices range from 18 to 20c, with the latter price figured from a specialty standpoint, for No. 1 grade. No. 2 grade is priced from 18 to 20c, and No. 3 grade from 17 to 19c. In the medium weights, prices range from 19½c, 18½c and 17½c. Several tanners state that if existing conditions continue, a slight price advance will be warranted within a very short time.

Bag, Case and Strap

From 1 to 4c price recessions are reported in top quality grades. Mid-western tanners declare that sales are next to impossible unless prices are shaved. Despite these facts, tanners are still reluctant to officially announce a price reduction of their listings, but frankly admit there is a considerable difference in the actual sales price and their list price. It's another story, however, in the lower grades, or cheap quality selections. These have been moving quite favorably for embossing purposes, which use primarily the low-priced cuts. The following prices are on a nominal basis:

2 ounce case	46, 43, 40c
2½ ounce case	49, 46, 43c
3½ ounce strap	56, 53, 50c
4 ounce strap	60, 57, 54c
5 ounce strap	64, 61, 58c

Garment Leathers

For the second consecutive week this market is holding strong. The rawstock market is strong due chiefly to the limited supply situation. In sheep leathers, grain garment is quoted at 22, 20, and 18c, with some tanners quoting slightly higher prices. Men's garment suede is quoted at 26c and up, with grain garment in high colors quoted at 26c. The horsehide leather market is also holding firm. Tanners quoted an average price of 35c, with the very best priced up to 38c.

Harness Leather

Trading has been quiet in the Midwest. Tanners' reports are mixed in certain areas, with the lack of widespread business resulting in prices being difficult to establish at a definite level. In most instances, however, prices are generally holding close to 75c, 71c, 67c and 63c, for A, B, C and D grades, respectively. The usual practice of the additional charge of 11c per pound for backs is adhered to.

DEATHS

Everett E. Black

... 58, well-known leather manufacturer and one of the owners of Russell-Sim Tanning Co., Salem, Mass., died June 20 at his home in Arlington Heights, Mass. after a two month's illness. Black who has been active in the leather business for the past 30 years was born in Malden but lived in Arlington for the past 27 years. He was a graduate of Rindge Technical Training School. Surviving are his

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wife, Mildred; three sons, Robert, Richard and William Black of Arlington Heights; and three sisters, Miss Marie Black of Somerville, Miss Marguerite Black and Mrs. Maude Baker, both of Los Angeles.

Robert M. Baumgartner

... 66, retired shoe factory foreman, died in Haverhill, Mass. of a cerebral hemorrhage on June 4. He was foreman of the J. F. McElwain Shoe Co., Nashua, N. H., for 25 years until his retirement two years ago. He first came to Haverhill as a repair man for United Shoe Machinery Corp. He leaves his wife, Genevieve; three daughters, Mrs. Buzee of Decatur, Ill., Mrs. Nance Freeman, Haverhill, and Mrs. Janet White, Portsmouth, N. H.; a son, Donald, two sisters, four brothers, eight grandchildren and several nieces and nephews.

George M. Rosen

... 67, head of the Boston sales division of the Marion Shoe Co., died at his home in Brookline, Mass., on June 9. A native of Russia, Rosen came to this country when a young boy. He had been associated with the Marion firm for more than 40 years. Surviving are his wife, Estelle; a son, Melvin S.; a daughter, Barbara M.; three brothers, Robert, Simon and William, and a sister, Mrs. Minnie Solitaire of Atlantic City, N. J.

S. E. Shaner

... 55, sales manager of National Shoe Co., division of Craddock-Terry Shoe Corp., Lynchburg, Va., died at his home in Lynchburg on June 11 after an illness of several months. He had been associated with the firm for the past 30 years, beginning with the former George D. Witt Division. Surviving are his wife, a daughter, two sisters and two brothers.

James B. McGrath

... 59, president of the Premier Glove Mfg. Co., Minneapolis, Minn., died in Minneapolis on June 4. Born in England and a Winnipeg resident for five years, McGrath served with the Canadian Army in World War I. He was a resident of the Minneapolis Athletic Club for 30 years.

S. Robert Loew

... 53, vice president of B. Friedman Shoe Co., New York City, died at his home in New York of a heart attack June 8. Loew entered the wholesale shoe business before World War I and served in France during the war. In 1924, he joined the Friedman firm, taking the post he held till his death. Surviving are his wife, Marie E.; his mother, Mrs. Jessie M. Loew; a sister, Miss Edith Loew; and a brother, Allan Loew.

William H. Lay

... 91, retired shoe pattern manufacturer, died at his home in Haverhill on June 9 after a long illness. He leaves his wife, Ella; three sons, James G., Clifton E., and Karl D. Lay; seven grandchildren and four great-grandchildren.



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NEWS

(Continued from page 16)

Mexico Bans Boot Imports

The Mexican Govt. this week announced import bans on nearly all clothing, foods and many other "un-essentials" in order to protect the peso, now stabilized at 8.65 to the dollar. Among the items banned were boots, overshoes, rubbers, and most textiles.

The ban added 206 prohibited categories to a long list already "out-lawed" on July 11, 1947. The first ban failed to halt imports of all dollar goods and a consequent drain on the hard-pressed Mexican dollar.

USAF To Purchase 300,000 Black Oxfords

The New York QM Purchasing Office, will open bids June 27, for 300,000 pairs of shoes, low-quarter, black, for the U. S. Air Force, under QM-30-280-49-1419.

NSMA Suggests Review Of BLS Index

The long-run downward trend in shoe prices as reflected in the growing spread between the average factory value of shoes produced and the Bureau of Labor Statistics wholesale price index may be partially explained by fluctuations in the output of certain lower-priced types of footwear, according to the National Shoe Manufacturers Assn.

The Association has broken down production figures of slippers, misses' and children's and infants' and babies' shoes into four-year intervals, beginning with 1926, to show the percentages of total shoe production represented by each of these types of footwear. Based on these figures, the Association concludes that "if the same proportion of infants' and babies' and misses' and children's shoes had been manufactured in 1948 as was manufactured during the five prewar years, the total value of shoes produced last year would have been 3.7 percent higher and the average factory value would have been up by 18c per pair."

On a 1926 base, the index of shoe prices today is 187 according to BLS figures, while the index of average factory value taken from Bureau of Census production reports and ex-

pressed as a percentage of the average for 1926, is 142.

Set Guild Fall Opening

The Guild of Better Shoe Manufacturers, New York City, will hold its Main Fall Opening in member showrooms during the week of July 18-23. Albert Bogutz, Guild president, has announced. The showing will highlight late fall and evening wear.

Guild members report that sales to date are approximately six percent lower than at this time a year ago, Bogutz revealed. However, inventories are down from 10 to 15 percent.

April Dept. Store Sales Up

Sales of children's shoes during April in 213 of the nation's large department stores spurted fully 75 percent ahead of April, 1948 figures, according to a study of department store stocks and sales made by the Federal Reserve Board. For the first four months of the year, sales of children's shoes in these stores were only one percent less than in 1948.

Women's shoes showed a gain of 17 percent for the month, but were three percent below last year for the first four months, according to data from 226 department stores. Sales on men's and boys' shoes and slippers in 201 stores gained 23 percent in

April but were two percent less for the first four months of the year.

Small leather handbags sold fully 46 percent ahead of April, 1948 and were four percent greater than 1948 four-month totals. Some 262 department stores reported luggage sales as down nine percent in April but up one percent for the period Jan.-April.

See Pick-Up for N.E. Shoe Industry in Fall

New England businessmen see better times ahead for both the shoe and textile industries. This was the general feeling shown on the eve of the New England Council's 95th quarterly meeting held recently in Manchester, Vt.

Although the area's top industrialists don't expect any spectacular upward surge, they do predict a reversal of the downward trend of both the shoe and textile industries by this autumn. These two industries have long been the traditional manufacturing standbys of New England. They were the first to feel the pinch of postwar readjustment and most businessmen look for them to be the first to level off to a postwar normal.

New England industries, say the industrialists, are neither better nor worse off than in other sections of the country. Although unemployment has risen and production fallen since the first of the year, they don't foresee any depression ahead similar to that of the '30's. There may be further softening through the first part of 1950, but nothing as radical as before.

Much of the softening they attribute to consumer resistance to high prices. Also many consumers have satisfied their most urgent wants since the end of the war and are now waiting for further price declines, they say. One general combination however, that always cracks buyer resistance—new styles and low prices—will soon bring better times for the shoe industry.

McElwain and E-J Share In Oxford Order

J. F. McElwain Co., and the Endicott-Johnson Corp., were awarded contracts for a total of 364,644 pairs of black oxfords by the New York QM Purchasing Office under QM-30-280-49-1291. The oxfords are for the U. S. Air Force. McElwain was awarded 100,000 pairs at \$3.97 and Endicott received an order for 264,644 pairs at \$3.975.



DALLAS NEELEY

... recently appointed Southwestern sales representative for Arnold Authentics and Stetson Shoes for Women by The Stetson Shoe Co., South Weymouth, Mass. Neeley was formerly associated with Famous-Barr Co. and Nusrata Bowen Shoe Co. of St. Louis. He is now showing a complete fall line in his territory.

HIDES and SKINS

Rawstock markets weak. Moderate trading in big packer market at lower levels. Small packer and country traders watch the major market. Calfskins rumored lower; no confirmation. Kip quiet.

Packer Hides

About 65,000 hides sold in this market, some selections establishing new low levels in a market that is generally felt to be sliding. Branded steers, branded cows, and extreme light native steers were the three selections showing the latest changes, with heavy cows also figuring. Some slow making selections established themselves at lower prices in keeping with drops in the market on other selections.

The native steer market is called 20c for mixed heavies and lights, 23½c for straight lights, 18¾c to 19¼c for straight heavies and 28c for extreme light native steers.

In the cow market, light cows are called 23½ to 25c nominal, and heavy cows 20 to 23¾, according to grubbing and point of production. Branded cows are quotable at 20c, having been extensively active at that price.

Branded steers are quotable at 17½c for butts and heavy Texas steers, although the market is expected to go lower. Colorados are quoted at 17c. Light Texas steers are called 20c, while extreme light Texas steers are 25½c.

Bulls are steady at 16 to 16½c, basis natives.

The market is easy. Trade sources feel that there are quite a few light native cows around that haven't been sold, and that for 24c, Riverpoint production could be obtained without much trouble. Others feel that the market is even in a worse position because they feel that there are many hides in sellers hands that could be sold. However, much of the talk is natural in a market of this type, but it seems that there are hides around that will probably come out within the next week or so. What the price picture will be when this happens is anyone's guess.

Small Packer Hides

With extreme bearishness around the markets, buyers were not inclined to do much this week. There were offerings, but tanners failed to respond to any kind of business. Price ideas, while purely nominal for the time, seemed to hold around 19 to 20c selected for 48/50 lb. average allweight native steers and cows, f.o.b. shipping points. Lighter hides, which usually bring more money, were variously quoted up to 24 and 25c selected, while asking prices were lowest at 26c.

Some of the tanners who have been doing business in Southwest light average hides, have dropped out of the market entirely, refusing to even recognize 24c as the market. They claim that the price will have to come down considerably before they enter the market.

Meanwhile, there seemed to be no indication that anything but bearishness would exist in the market for the next week at least. Then, depending upon what happens in the big packer market, the situation might change somewhat to allow more business to be done. Tanners, however, claim that leather business is still poor, which will prevent them from doing much trading.

Packer Calfskins

Nothing but rumors this week. Actual trading was at a standstill in New York as well as in Chicago, and it did not seem as though much would take place. Rumors were around the circuit that some Riverpoint production skins had sold. Indications were that slightly lower levels were realized on this business, but nothing could be confirmed.

Prices are holding unchanged for Northern calfskins, new trim, at 62½c for heavies and 60c for lights. River skins are nominal at 57½c for heavies and 55c for lights.

New York trim packer calfskins are unchanged at \$3.50 for 3 to 4's, \$4.00 for 4 to 5's, \$4.50 for 5 to 7's, \$5.25 for 7 to 9's, and \$8.25 for 9 to 12's.

Packer Kipskins

Packer kip continues quiet. The situation is tense due to suspicions of lower levels. However, it is not definitely established in either the calf or kipskin markets that lower prices are on the way except for some very minor revisions in calfskins.

Packer Northern kipskins are unchanged at 50c for picked point straight Northern production, and 48c for mixed Northern and Riverpoint production natives. Brands are 2½c less. Northern overweights, and Riverpoint production, are quotable at 45c.

Packer New York trimmed kipskins are quoted at \$9.35 for 12 to 17's, and \$9.75 nominal for 17's and up.

Country Hides

The country market, as with others, is uncertain. Tanners are looking one minute and not the next. Price ideas have been all over the board, some talking around 14c for medium and heavy average weight lots, others calling the market around 15½ to 16½

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	20	21	22	24 -30
Ex. light native steers	28	29½	29	33
Light native cows	23½-25	25 -26½	24½-26½	30½-31
Heavy native cows	20 -23¾	21 -24½	22 -23½	29½-30½
Native bulls	16 -16½	16 -16½	16½	20
Heavy Texas steers	17½	18½	19	26½
Light Texas steers	20	21	21½	26½
Ex. light Texas steers	25½	27½	27½	31½
Butt branded steers	17½	18½	18½-19	26½
Colorado steers	17	18	18½	26
Branded cows	20	21	19½	29 -29½
Branded bulls	15 -15½	15 -15½	15½	19
Packer calfskins	55 -62½	55 -62½	55 -65	50 -55*
Chicago city calfskins	40 -45	40 -45	35 -40	40 -45
Packer kipskins	50	50	47	42½
Chicago city kipskins	30 -35	30 -35	25	27 -28

*Old trim basis.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close June 22	Close June 15	High For Week	Low For Week	Net Change
September	18.15	18.60B	18.69	18.05	-45
December	18.37	18.67	18.80	18.15	-30
March	17.90B	18.25B	18.15	18.00	-35
June, 1950	17.50B	17.90B	—	—	-40

Total sales, 177 lots.

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flat trimmed for 48/50 lb. hides, with slightly better prices on the lighter lots. The latter opinion seems to be the most reliable at the present time. However, much depends upon developments in the other markets. Light hides are quotable at higher money, but just what the premiums are is hard to say.

Country Calfskins

The market is quiet. Nothing will be doing until there is establishment of the big packer market. Rumors have been around that skins sold quietly in the big packer market at less money, but nothing confirmed. With this hanging over the heads of the trade, country people are very quiet.

Country untrimmed allweights are quoted 26 to 28c nominal, with city untrimmed skins figured nominally around 40c.

New York trimmed collector skins are quoted at \$2.75 for 3 to 4's, \$3.25 for 4 to 5's, \$4.00 for 5 to 7's, \$4.75 for 7 to 9's, and \$7.00 for 9 to 12's.

Country Kipskins

Quiet market here. Last quotations for country skins around 23 to 25c, untrimmed, with city production around 30 to 35c nominal. Offerings around, but the interest has thinned out considerably.

New York trimmed collector kipskins are quoted at \$8.20 for 12 to 17's, and \$8.50 nominal for 17's and up.

Horsehides

The market for horsehides is in good position. Tanners are willing to go around \$9.25 for good trimmed 70 lb. hides, perhaps slightly higher on some of the best quality lots. On the lower side, prices are around \$9.00. Hides around 60 lbs. are figured at \$8.75 to \$9.00, according to quality. Southern and Southwestern production is commanding little in comparison to Northern hides. Prices in that area are around \$6.50 to \$7.00 for trimmed lots. Fronts are quotable at \$6.50 to \$7.00, depending upon the quality, for good No. 1 Northern. Southern are around \$5.50 to \$6.00. Butts, basis 22 inches and up, around \$3.00 to \$3.50.

Wool Pelts

Pelts are still quiet. Shearlings, in the big packer market, are figured around \$2.65 to \$2.85 for No. 1's, the best lots bringing the outside price, \$2.10 for No. 2's, and \$1.60 for No. 3's. Demand for No. 1's is slackening considerably. Spring lambs are about out of the active market now. Business in lambs this season was covered up quite well by sellers.

Pickled Skins

The pickled skin market goes along unchanged. New production lambs are quotable \$10.00 to \$10.50 per dozen, big packer production. The old production skins are still figured at \$8.00 per dozen.

Dry Sheepskins

Not much activity evident. There will be relatively few trades consummated the balance of this month as most operators are getting ready for their vacation periods. Possibly after they come back business will be resumed. Whether there will be raw-stock buying or whether manufacturers will try to cover requirements with leather is difficult to say. Unless they can pick up spot skins or leather, they may not get material in time for this season. Most manufacturers are sitting back and watching outside conditions, waiting until they start receiving their glove orders.

As far as can be ascertained, there is no weakness evident in the primary markets. Shippers are holding to their views when offering, which are limited. The Brazil market has firmed up; this is due to the fact that Europe has been operating there. Available supplies are not large and sellers have ideas of \$14.00-14.50, depending upon districts and lots involved. Some sections might be obtainable at \$13.50 but as buyers views here are considerably less, trading has been at a minimum. Nigerians are unchanged as very few offers coming in. Cape gloves are steady with shippers asking 125-130 shillings as to sections and make up of the lots offered. Mochas, dry salted Sudans, Mombasas and Addis-Ababa have ruled rather quiet of late as asking prices are above the ideas of buyers.

Shearlings are steady with some business going on in Australian and Punta Arenas. Cape shearlings selling to Europe at 28 pence for the longs. There is interest in the shorts here but no offers being received by agents. A fair amount of trading in Australian shearlings but this season is about finished, offerings comprising clean-up lots. New season will open late August or Sept. Present offerings mostly one to two inches with practically no $\frac{1}{4}$ to $\frac{1}{2}$ inch available. Recent sales of $\frac{1}{4}$ inch at \$1.60-1.90 and $\frac{1}{2}$ inch at \$1.25-1.35, as to lots. Up to 42c c.&f. asked for Punta Arenas $\frac{1}{4}$ -1 inch shearlings.

Not much trading in wool skins though routine sales said to be going on in Australians at about unchanged levels. Shippers asking 32c c.&f. for Montevideo quarter wool skins, being above last sales and higher than what buyers are willing to pay.

Goatskins

Asking prices at markets of origin continue to be too high for most U. S. tanners. Therefore, a quiet situation continues. However, a firm front is displayed in selling quarters.

The market in East India is unchanged. Amritsar type skins are being held at \$12.00 per dozen c.&f. for 1200 lb. skins with last sales reported at \$11.50. Coconada skins, 1-70-180 lbs. are held at \$11.50 to \$12.00 per dozen c.&f. with Madras offered at around the same level. Asking prices in the Calcutta market are well above the views of U. S. tanners.

Bati skins sold at \$16.00 to \$16.25 per dozen c.&f.; some skins of heavier weights are held at \$16.50. Last sales of Addis Ababa skins took place at \$12.25 per dozen c.&f. and it is understood more could be sold on that basis. Sellers ask \$9.50 per dozen c.&f. for Hobedahs; buyers have ideas well below that figure. Other selections usually are pegged too high for U. S. tanners.

East Indies

Amritsars (1200 lbs.)	11.50-12.00
Patnas	Nominal
Cowpores and Lucknaws	12.20
Mozufferpores	Nominal
Dinajpores	Nominal
Calcutta Kills	Nominal
Coconadas	11.50-12.00
Deccans	11.50-12.00
Kristnas	Nominal

Chinas

Szechuans	Nominal
Hankows	95
Chowchings	Nominal

Africans

Casablanca	Nominal
Algiers	Nominal
Nigerians	1.45-1.50
Mombasas	13.37
Marakeah	Nominal
West Province (ex. It.)	52
Port Elizabeth (ex. It.)	50

Mochas

Berberahs (shipment)	13.50
Hobedahs (shipment)	8.50
Bati	16.00-16.25
Addis-Ababa	12.25

Latin Americas

Mantazas, etc. (flat) f.o.b.	Nominal
Oaxacas, f.o.b.	8.50
Barquistmetos	54-55
Coros	54-55
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	Nominal
Bogotas	Nominal
Jamaicas	Nominal
Haitians	71-74
Santo Domingos	59-60
Brazil (Cereas)	1.20-1.23
Pernambucos	1.20-1.23
Bahias	Nominal
Cordovas (8 kilos average)	Nominal
Pampas	Nominal
Paytas	69-70
Peruvians	46-53

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for your: **Stehling Continuous Feed Leather Wringer Machine**
Stehling Combination Putting Out and Leather Wringer • Quirin Wringer
F. C. HUYCK & SONS • KENWOOD MILLS • RENSSELAER, N. Y.



LABOR NEWS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Cowboy Boot Uppers

WE ARE NOW MAKING cowboy boot uppers for custom trade. Will use your patterns or ours. Finest quality materials. Fast service. Any quantity. Send your specifications for prices.

JONES BOOT & SADDLE MFG. CO.
307 Third St.
Lampasas, Texas.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes, in Full Skins and Cut Squares.

Lowest Prices—Prompt Delivery

WOODACRE CHAMOIS CO.
Leather Dressers
DARWIN-LANCS-ENGLAND

Representative Wanted

MAN WHO UNDERSTANDS leather finishing and finishing problems to represent a well established manufacturer of pigments and lacquers. Either as side line or sole representative. Commission basis. Address E-25, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Wanted to Purchase

One 24"—"Traud" Shaving Machine
Must be in good condition.

Address F-12,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Wanted

TANNERY—Small or Medium size, tanning chrome-tan grain leathers and/or splits. Vicinity of Chicago or Milwaukee preferred, or Midwest. All replies strictly confidential. Address F-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Representation Wanted

OLD ESTABLISHED New York leather house desires to represent tannery producing calf and kips for handbag trade, additional to our present lines.

Address F-3,
c/o Leather and Shoes,
20 Vesey St., New York 7, N. Y.

Wanted to Buy

PICKLED SHEEP GRAIN
SKIVERS

Address F-2,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Situations Wanted

Foreman Available

ABLE TO TAKE full charge of Making, Finishing, and Packing Rooms in women's cement process shoes. Will go anywhere for good opportunity. Address F-7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Position Wanted

OFFICE MANAGER-ACCOUNTANT, 18 years experience with leading sheepskin tanner. Complete knowledge all phases office management and accounting. Very best of references. Address F-6, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Leather Assorter & Grader

AVAILABLE: Leather Assorter and Grader, experienced in all sole and upper leathers, fancy leathers. Modest salary.

Address F-14,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

LAST REPAIRING

Summer vacations are now here, and that gives you a chance to send us your lasts for repair. We feature a special patented method which saves every factory thousands of dollars each year. Write for information.

MILWAUKEE LAST REPAIR CO.
602 S. 5th St.
Milwaukee 4, Wisconsin

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues
By-Products—Wastes
CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

Help Wanted

Shoe Salesman

SALESMAN WANTED: \$2.00 casuals carried as side line. All territories open.

Address F-10,
c/o Leather and Shoes,
10 High St.,
Boston 10, Mass.

Sales Agent Wanted

TOPLIFT MANUFACTURER looking for a good man to sell toplifts for finders and shoe manufacturers. Good opportunity for right man. Commission basis.

Address F-13,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Shoe Salesman

SALESMAN WANTED: To carry a line of Penna Prewell Shoes for Infants and Children to the Mail Order and Chain accounts in the New York and Boston Territories.

The Durable Shoe Co.,
Palmyra, Pa.

Leather Salesman

WANTED: Experienced leather salesman, full line imported leathers, principally sheep and lamb, including chamois and doekin. Write full qualifications, salary expected.

Address F-11,
c/o Leather and Shoes,
20 Vesey St., New York 7, N. Y.

Wetling Expert

WANTED: Wetling expert. Will consider full time or consulting basis. Should be thoroughly experienced in all phases of Goodyear and specialty welt manufacture.

Address E-15,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Hide Salesman Wanted

WITH WIDE EXPERIENCE selling all kinds to tanners. Exceptionally fine opportunity. State age, experience, all details possible, salary wanted. Old established company. Address F-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

A PLACEMENT BUREAU

for Salesmen, Superintendents, Foremen, Chemists, Sales Managers and others.

We have positions open, also qualified men for positions you may have open.

AL HOWE SERVICES, Inc.
(A Management Service)

5629 W. 63rd St., Chicago 38

LABOR NEWS

Hope for an early settlement of the six-weeks old strike at Selby Shoe Co., Portsmouth, O. is fast fading. Selby Local of the United Shoe Workers of America, CIO, has rejected a proposal drafted by federal conciliator George Bell and extended a vote of confidence to the union leaders and negotiating committee. The company had agreed "to go along" with Bell's proposal.

Bell proposed a plan that was essentially like the old contract with a substitute for wage escalator clause. Ernest Dunaway, president of the CIO local, said the union rejected the proposal because it binded an arbitration board to automatically reduce wages six cents an hour if the cost-of-living dropped to 162.3." He added that the union wants a written guarantee that workers will not lose the 22-cents an hour cost-of-living bonus they now have.

Arbitration hearings have begun before the Massachusetts Board of Conciliation and Arbitration to determine whether some 11,000 shoe workers employed in 15 Mass. shoe centers shall receive a wage increase of 10 cents an hour. Shoe manufacturers of Boston, Lynn, Haverhill, Salem, Lawrence, Spencer, Webster and Worcester are opposed to the raise.

United Shoe Workers of America, CIO, is demanding the increase under the terms of the 1949 contract which contains a six-months wage reopening clause. The board granted union workers an increase of five cents an hour last year. Decision of the board this year will be binding on some 75 manufacturers.

A new contract between L. V. Marks & Sons Co. at Vanceburg, Ky., and the CIO-United Shoe Workers of America, Vanceburg Local, has been ratified by the union. A major provision of the contract, the union announced is a joint welfare program in which the company will match employee contributions for life and sick benefits insurance. The fund will be administered by a joint trusteeship.

The minimum wage rate was increased from 55 to 60 cents an hour and a 5-cents-an-hour gratuity payment was extended to all employees of six months or more service. In January 1948, the company commenced a bonus payment of 5 cents to certain employees of its own choosing, the union said.

A wage reopening clause was provided through which either side, on 60-day notice, can reopen wage discussions.

A new contract has been signed by Nelsonville Local, CIO-United Shoe Workers of America, and William Brooks Shoe Co., employing 162 workers at Nelsonville, Ohio. According to George Martin and Curt Hagen of Selby Local at Portsmouth, Ohio, who assisted in the negotiations, the base

rate was increased five cents an hour and the minimum wage was raised from 60 to 65 cents an hour.

The company joined a union welfare program and will match each employee's contribution of 40 cents a week, the fund to be administered by a joint welfare board. Employees were granted another paid holiday, Memorial Day, and workers of more than five years' service get two weeks' vacation. The hourly pay average, according to Martin, is \$1.09.

Kenneth Pedrick has been re-elected president of the independent Adirondack Leather Workers Union which represents employees of four Fulton County, N. Y. glove and leather firms. Anthony Zambri was chosen secretary treasurer to succeed Merle Canfield and Theodore Cirillo was again named vice president.

The union is negotiating a new contract with Milligan and Higgins Co. and will soon begin negotiations with Herman Loewenstein & Co. Contracts were recently signed with Framglo Tanners, Inc., and G. Levor & Co., Inc.

Close to 6000 shoe workers in the Brockton area may find their vacation pay for the July 4 week withheld by shoe manufacturer members of the Associated Shoe Industries. According to Walter T. Spicer, executive secretary of the ASI, payment of the vacation allowance depends on the signing of a written agreement now being negotiated with the Brotherhood of Shoe and Allied Craftsmen.

Negotiations are continued but there is no immediate prospect of a settlement. However, Harold C. Sears, secretary-treasurer of the BSAC said that manufacturers could legally withhold the traditional vacation pay but "it would create a backfire of resentment against themselves."

A new policy adopted by the National Labor Relations Board holds that under the Taft-Hartley Law, a tie vote in a bargaining agent election must be construed as a defeat for the petitioning union. The board recently dismissed a petition of the AFL's Brotherhood of Electrical Workers for a new election after a tie vote with the United Rubber Workers, CIO.

Over 5,000 Brockton members of the BSAC voting this week in an NLRB election cast their ballots for a union shop. The workers are from 20 shoe manufacturing firms who are members of the Associated Shoe Industries, with three independent plants and 18 cut sole factories. Results of the election was 4,644 to 438 for a union shop.

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TABER PUMPS

● Have been meeting the special requirements of the Tannery since 1859... Write for Bulletin TP-629.

TABER PUMP CO.

(Est. 1859)

300 Elm Street Buffalo, N. Y.

**Advertise
Your Leathers
in
LEATHER and SHOES**

In Rochester too!

FROM OUR RASP AND FILE COMES TOP-NOTCH STYLE



CHARLES A. DOMAIRE
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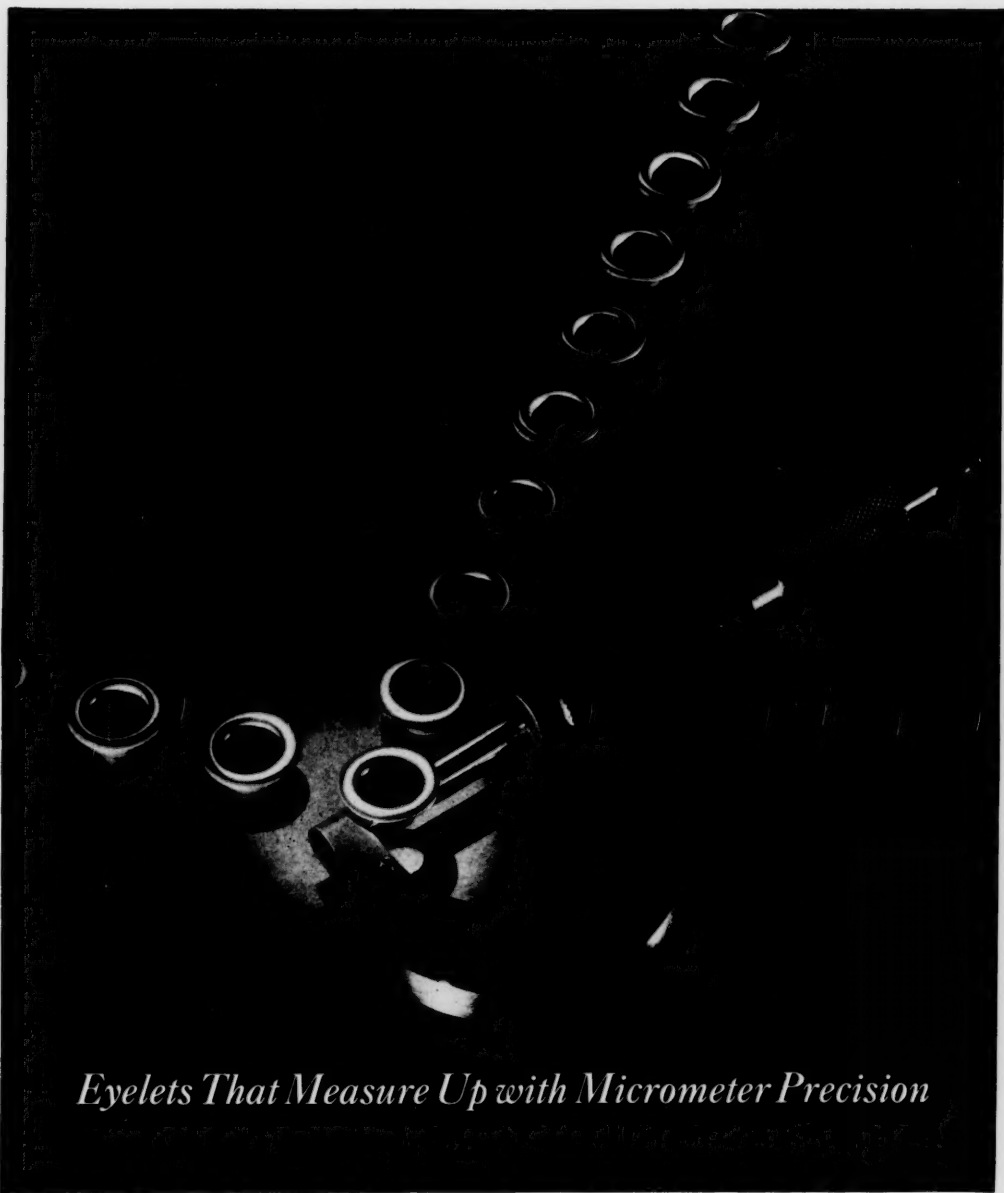
M. P. ZENT
Assistant to Manager

E. M. HARRIS, Jr.
Office Manager

Will a shoe fit? Will a style move? How's the market for this and that—north, south, east and west? When manufacturers ask these and other basic last and footwear questions of the men of the Empire Branch they get a sound and helpful answer. A happy combination of field, factory and desk men, their styling is imaginative, their experience is solid and their sources of information are extensive and reliable. Whether the order involves a single pair of lasts or a large run of sizes, these men stand ready to meet your demands.



UNITED LAST COMPANY
BOSTON, MASSACHUSETTS



Eyelets That Measure Up with Micrometer Precision

United eyelets are produced with "engineered" accuracy. This means that each dimension is duplicated in each successive eyelet. This uniformity and reliability of product permits a steady rate of production at the eyeleting operation.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS